

COWIE CONTRACT HIRE
for business Cars & Vans.
Telephone 0783 44122
A COWIE GROUP/FORWARD TRUST
JOINT VENTURE COMPANY

FINANCIAL TIMES

PUBLISHED IN LONDON AND FRANKFURT

كازمان المال

CANNING
CHEMICALS
METALS
ELECTRONICS

See what Canning can do.
W Canning Group, 133 Gt. Hampton St.,
Birmingham B15 6AS. Telephone 021-226 5621.

No. 28,532

Tuesday July 28 1981

NEWS SUMMARY

GENERAL
Springbok rugby tour to go on
The New Zealand Government is to use armed forces as logistical support to help police control demonstrations against the South African Springboks rugby tour.

The New Zealand Rugby Union refused to cancel the tour. It said protesters were acting illegally in stopping the fans from watching rugby matches. Page 3

In London, about 20 people demonstrated against the tour outside the Commonwealth Secretariat in Pall Mall, where New Zealand Premier Sir Robert Muldoon was expected for a reception.

Grain at risk
The Soviet cereal harvest may yield little more than last year's disappointing 190m tonnes because of bad weather, which is also threatening crops in Poland, Czechoslovakia and East Germany. Back Page

Plan to quit EEC
A Labour Government would open negotiations for withdrawal from the EEC within weeks of taking office, says an NEC policy statement. Back Page

Unionists held
President Kenneth Kaunda of Zambia detained four leading trade unionists over three wildcat strikes in the copper mines. Page 2

Taxmen say no
The Income Tax Revenue Staff Federation is the first union to reject the Government's improved pay offer to the Civil Service. Page 8

Cabbies' threat
Angry Liverpool taxi-drivers may make Toxteth a no-go area. A cabbie was seriously hurt when youths pelted his cab with stones on Sunday night.

Spanish plea
A petition signed by 350 Spanish journalists protesting against the decision to shut the BBC's Spanish-language radio service will today be presented to the British Ambassador in Madrid.

Redgrave apology
Actress Vanessa Redgrave was given a public apology in the High Court over allegations in the Socialist Organisation that her youth training scheme was a means of recruiting for the Workers Revolutionary Party.

Widgery dies
Lord Widgery, the former Lord Chief Justice, died at his London home two days after his 70th birthday. Page 6

Royal christening
Princess Anne's daughter was christened Zara Anne Elizabeth in the private chapel of Windsor Castle.

French leave
Thousands of people are using their day off for tomorrow's Rural Wedding for day trips to France, said P & O Ferries. But some ardent Royalists have already staked their positions in the Mall to watch the procession.

Briefly...
Burst water-main flooded Heathrow Airport's control tower basement, delaying some flights.
Spanish deaths from poisoned cooking oil reached 82.
Fire damaged part of Southend's Kursaal amusement centre.

BUSINESS
Equities up 8.3; \$5 fall for gold
EQUITIES were firm, and the FT 30-share index closed at the day's best of 328.5, a rise of 8.3.

GILTS made a further good recovery. The Government Securities index put on 0.7 to finish at 64.86. Page 25

GOLD fell \$5 to \$403. Page 25

DOLLAR closed at DM 2.4340 (DM 2.4375), SwFr 2.1125 (SwFr 2.1045) and ¥236.1 (¥234.5). Its trade-weighted index fell to 111.4 (111.5). Page 25

STERLING was down 35 points at \$1.8605. It finished at DM 4.53 (DM 4.5450) and FFf 10.7850 (FFf 10.8175), but improved to SwFr 3.9325 (SwFr 3.9250). Its trade-weighted index was up to 92.3 (93.0). Page 25

WALL STREET was up 5.9 at 942.64 near the close. Page 26

NATURAL RUBBER RSS 49 of 49 sent a signal to a kilo, its highest level for 10 months, reflecting a weekend improvement in the Malaysian market. Page 27

GALLABER, the tobacco group controlled by American Brands of the U.S., said it might bid for Oxford Group, the London-based office supplies and industrial products company that has already agreed a £25.5m bid from another U.S. group. Back Page

OPTICAL FIBRE and optoelectronics industries are to receive £25m from the Government to develop products that can compete in world markets. Back Page

GAS PIPELINE project is being considered in a UK-Norway initiative. Back Page

CONSTRUCTION industry output and order books are still declining rapidly, the National Federation of Building Trades Employers said. Back Page

MOBIL, second largest U.S. oil company, upped its bid for control of Conoco, offering an average \$95 a share for the whole of the company. Seagram offer. Page 21

NOTTINGHAM Manufacturing, knitted outerwear, hosiery and tufted carpet maker, reported pre-tax profits up to £5.45m (£4.06m) for the first six months of 1981. Page 16, Lex, Back Page

RACAL Electronics' order book is at an all-time high, Sir Ernest Harrison, chairman, said in his annual statement. Page 20

ELLIS & EVERARD, the industrial chemicals concern, reported profits before tax down at £1.15m (£1.54m) for the year to end April. Page 20

MACARTHY'S Pharmaceuticals reported pre-tax profits for the year to end April up from £3.15m to £4.6m. Page 16, Lex, Back Page

AAH, fuel distribution, builders' supplies and pharmaceutical products group, finished the year to end March with taxable profits of £9.69m (£9.07m). Page 16

THATCHER PACKAGE WELCOMED BY RELIEVED TORIES

Proposals 'can mean 460,000 fewer workless by 1983'

BY ALAN PIKE

MORE THAN 460,000 people could be removed from the unemployment register by the spring of 1983 after the £700m boost to job-support measures announced by the Prime Minister yesterday.

The measures may not raise the total level of public spending, though the exact impact will depend on decisions taken by the Cabinet during the autumn's review of plans for future years.

The money will both enhance existing schemes and launch a new plan to subsidise employment of school-leavers, provided they earn less than £40 a week.

Relatively high pay is sometimes identified as a factor inhibiting employment of young people in Britain.

Opposition leaders attacked the package as derisory, but it represents a significant attempt by the Government to make some impact on unemployment problems, particularly as they affect the young.

The biggest single financial element of the package, between £250m and £300m during the next financial year, will be devoted to the Youth Opportunities Programme.

With this extra spending the Government will be able to repeat next year the pledge given by Mr James Prior, Employment Secretary, to this year's school-leavers that they would all have a YOP place by Christmas.

Efforts are being made to ensure that all young people who have been unemployed for three months are offered a YOP place. Fulfilment of the YOP

Government's hopes for this scheme is that it will encourage employers to hire young people at what she described as "realistic wage levels."

If there were to be more jobs for young people, said Mrs Thatcher, employers and unions must take pay levels into account in their bargaining.

Other elements of yesterday's package include:

Lowering of the age limit of the job release scheme, under which workers can retire early, from 64 to 63 in November and 62 next February.

Establishment of 20 information centres in inner cities to train the young unemployed in computing and electronic assembly skills.

An additional £60m in 1982-83 to encourage 50,000 more young people to stay on at school.

A further £4m this year and £8m next to encourage voluntary work.

The net costs of the new measures, though difficult to quantify, were calculated by the Prime Minister at around £400m-£500m in 1982-83. Extra expenditure this year will be met from the contingency reserve.

Elements of yesterday's job support measures, like the attempt to reduce wage levels of

Measures help allay fears on re-election

BY RICHARD EVANS, LOBBY EDITOR

THE GOVERNMENT'S package of measures to relieve unemployment was welcomed with enthusiasm and relief by many Conservative MPs who had feared electoral disaster unless more jobs were provided urgently.

Although Mrs Thatcher insisted there was no question of an economic U-turn, the wide-spread view of the backbenchers was that the Government has now been forced by events, particularly the recent urban rioting, to adopt a much more flexible attitude towards unemployment.

In the view of the "wets" in the Government and on the back benches, this will now inevitably be mirrored in a more pragmatic attitude towards the economy in general as political considerations become increasingly relevant.

The change of emphasis was seen as a significant achievement by Mr James Prior, Employment Secretary, who has been meeting fierce Treasury resistance in recent weeks to his plans for ambitious job creation schemes.

Treasury ministers feared many of the proposals would create purely temporary jobs and would be cosmetic rather than long-term.

Although Mr Prior has by no means received all he sought, the package represents an admission by the Cabinet that the reduction of unemployment must take at least equal priority from now on with the fight against inflation.

As the Government enters the second half of this Parliament an unemployment rate stuck at

Gilts rise sharply as financial markets calm down

By Peter Riddell, Economics Correspondent

The London financial markets yesterday showed further signs of calming down after the turbulence of the past fortnight. Prices of gilt-edged stock rose sharply and short-term interest rates steadied.

The prospect of an immediate rise in the cost of overdrafts, though it has not disappeared, and an increase is still possible within the next few weeks.

The greater confidence was mainly reflected in the gilt market where, in the absence of large supplies of stock, prices of longer rates by up to 211. The FT Government Securities Index has now recovered to its highest level since early July.

The Bank of England was again intervening actively in the money markets, extending the length of its assistance from a fortnight to 33 days. It provided help for 14 days at 12 1/2 per cent interest rate and for between 15 and 33 days at between 13 1/2 and 13 3/4 per cent.

The move was presented as a response to market bids, some of which were rejected at lower interest rates, and as a part of the general process of market management which smooths expected surpluses and shortages over coming weeks.

The intervention was, however, generally seen within the City as a further sign of the official desire for stability.

The cost of overnight money remained steady yesterday and while seven-day interbank rate picked up slightly to just over 13 1/2 per cent, rates of one month and longer fell slightly.

In the foreign exchange markets, sterling had traded in a narrow band for most of the day at just over \$1.87 but it fell back sharply against a firm dollar to touch a low of \$1.8585 before closing 35 points down at \$1.8605. The fall came too late to be shown by the trade-weighted index, measuring the average value of sterling, which rose 0.3 points to 92.3.

Bank salaries. Page 6
Money Markets. Page 24
Lex, Back Page

Future of 20 pits under review

BY MARTIN DICKSON, ENERGY CORRESPONDENT

THE National Coal Board is carrying out an "intensive review" of about 20 problem pits to see whether some should be closed in the near future.

NCB officials insisted yesterday that inclusion on the list did not necessarily mean a pit would shut. They added that all closures would be subject to the normal joint review procedure carried out at a local level by the NCB and the National Union of Mineworkers.

When the NCB issued a list last February of 23 pits it wanted to close, miners took unofficial industrial action and threatened a national stoppage. The Government was forced to give the board additional aid and the NCB withdrew the list.

The latest review was revealed yesterday as the board announced an overall loss in 1980-81 of £57.8m—despite receiving Government deficit grants of £140m. The previous year it managed to break even after grants of £159m.

The NCB's trading profit improved from £27.6m to £69.5m but it suffered sharply increased interest charges—£255m against £184m in 1979-80—and had to set £20m aside for guarantees made on behalf of Nyrco UK, which it jointly owns and which

NCB RESULTS		
(£ million)		
	1980-81	1979-80
Profit on trading	69.5	27.6
Taxation	-255.2	-184.7
Interest	-255.2	-184.7
Other items	-0.1	-2.2
Deficit Grant	149	159.3
Profit/Loss after Grants	-37.8	0
Extraordinary item	-20	0
Profit/Loss after Grants and Extraordinary item	-57.8	0

Not enough, say unions

John Lloyd writes: Leading trade unionists condemned the Government's measures as palliatives which did not address themselves to the real problem of providing jobs.

The TUC commented last night: "Mrs Thatcher is trying to stem a flood tide with a sandbag. These measures, welcome though some of them are, fail to match up to the enormity of the problems facing the nation."

For instance, the TUC said the Youth Opportunities Programme guarantee "is the very least that can be offered to those leaving school without a

State body may run polytechnics

BY MICHAEL DIXON, EDUCATION CORRESPONDENT

A NEW Government-controlled body to take over the running of 29 polytechnics and about 60 other non-university colleges in England was officially proposed yesterday.

The body is intended to extend the rationalisation already begun in universities to the rest of full-time higher education run largely by 93 local education authorities at a recurrent cost in 1980-81 of £400m.

The plan will be opposed by local authority associations in which Labour's majority is likely to grow over the next year.

To soften this resistance, the plan has been published as a consultative document which also outlines the local authorities' alternative proposal for a central body under their majority control.

But it is clear that central Government wishes to take firm command of non-university higher education in England by forming it into a separate sector of about 90 institutions under the executive authority of a new quango directly appointed by the Secretary for Education and Science.

The body "might consist of a chairman and some 20 members, academics and non-


academics, with a significant weight attaching to industry and commerce," says the document.

The Departments of Education, Employment and Industry and the main association of local education authorities "might appoint assessors" to the quango, it adds.

The purpose of the body would be to use its financial and planning powers to reshape non-university higher education in England in line with national requirements broadly laid down by Government.

Non-university education's

The golfball is lost.



The new ET 121 Electronic Typewriter

Once the most advanced of typewriters, the golfball has finally fallen to progress, it has been superseded by electronics.

There are about 2,500 moving parts in a typical golfball typewriter, any of which could break or go wrong, that's about 2,400 more moving parts than you'll find in an Olivetti ET 121. The ET 121 with its automatic return, one line memory and automatic correction makes the old golfball look positively ponderous.

Which is hardly surprising. After all the golfball has been around for quite some time, and has had a good run for its money. But now that you can lease an ET 121 for as little as £7 a week, the cost of the golfball is high.

And the golfball has come down to earth with a bump.

For more information on the Olivetti ET 121 electronic typewriter send this coupon to: Valerie Beller, British Olivetti Limited, 30 Berkeley Square, London W1X 6AH

NAME _____
POSITION _____
COMPANY _____
ADDRESS _____
TEL. _____
F.T.R. 7/28/77 G. **olivetti**

CHIEF PRICE CHANGES YESTERDAY

(Prices in pence unless otherwise indicated)

RISERS		FALLS	
Exchgr. 12pc 2013-17	286 1/4 + 1 1/4	Racal Elect.	425 + 7
AAH	203 + 22	Sidlaw Inds.	200 + 10
Assoc. Dairies	183 + 8	Stirling Knitting	75 + 5 1/2
Beecham	210 + 7	Vantona	132 + 7
Carlton Real Est.	26 + 3	Vinten	320 + 10 1/2
Crystallite	88 + 5	Ward (T.W.)	125 + 12
Edbro	68 + 8	BP	320 + 5
First Castle Secs.	114 + 6	Burmah Oil	39 + 9
Francis Parker	208 + 3	ACM	250 + 8
Grand Met.	281 + 9	CEA	60 + 12
House of Fraser	177 + 5	Eagle Cpn.	30 + 6
Huntleigh	132 + 10	Oil Company Aust.	30 + 6
ICI	268 + 5	Pancontinental Mng.	360 + 20
Mersey Dock Units	25 + 3	Petroleum Secs. Aust.	420 + 60
Nottingham Mfgs.	150 + 6	Swan Resources	98 + 11
Ocean Transport	127 + 5	FALLS:	
Oxford	140 + 9	Aeronautical & Geol.	373 - 27
Polly Peck	355 + 13	Chubb Secur. Scts.	670 - 35
Pratt (F.)	80 + 7	Ingram (H.)	27 - 3
		Law Land	111 - 5
		Iris-Tin	115 - 17

CONTENTS

The Lebanon crisis: why the Arabs are angry	14	Management: Metal Box's expansion in India	11
British policing system: learning from American experience	15	Lombard: David Marsh on why the market is a fickle ally	12
West German inflation: worrying shift in the pattern of savings	2	Wine: steps to keep down Champagne costs	12
Technology: UK initiatives in robots	10	Editorial comment: jobs package; East-West dialogue	14
American News	4	Jobs Column	24
Appointments	24	Leader Page	14
Arts	13	Letters	15
Base Rates	7	Law	32
Commodities	27	Lombard	12
Companies UK	19-20	London Options	17
Crossword	12	Management	11
Entertain. Guide	12	Men and Matters	14
Europe/Markets	21	Mining	19
European Options	16	Money & Exchange	25
European News	2	Overseas News	3
FT Actuaries	26	Parliament	8
Int'l. Companies	21-23	Racing	12
Share Information	30-31	Stock Markets:	28
Stock Markets:	28	Wait Street	25
Technology	10	Burns	26
Today's Events	15	TV and Radio	12
Unit Trusts	29	General	6-7
Weather	32	Labour	8
		Unit Trusts	29
		Town & City Prop.	10

For latest Share Index phone 01-245 8026

EUROPEAN NEWS

Bonn budget talks begin amid jobless gloom

BY ROGER BOYES IN BONN

THE WEST GERMAN Government believes that the jobless total will rise from about 1.2m this year to 1.35m in 1982, according to Herr Hans Matthofer, the Finance Minister.

He released the estimate yesterday at the outset of delicate talks on the 1982 budget between the two governing coalition partners, the Social Democrats (SPD) and the Free Democrats (FDP).

The West German Government is seeking to cut up to DM20bn (£4.4bn) from next year's budget. Overall, the 1982 budget is understood to involve DM 240bn in Federal spending and net borrowing of just over DM 26bn.

Herr Matthofer presented the figures in an attempt to explain that the cuts involve reductions in the rate of growth rather than the substance of Government spending.

On the basis of current projections—of 1.35m unemployed

—the Federal employment office is due to receive an increase of DM 10bn in 1982.

None the less, it is clear that reductions in unemployment benefit, family allowances and civil service allowances are

Unemployment in the European Community rose last month to 3.5m, representing 7.4 per cent of the total workforce and a record high in a summer month, according to the EEC Statistics Office, Reuter reports from Luxembourg.

among the many sensitive areas that are being dealt with in the week-long talks.

Several areas of dispute have already arisen not only between the two parties, but also between the Finance Minister and his party, the SPD, and between the coalition and the unions.

A further problem will loom

if defence spending is cut seriously. The Ministry already has financing difficulties in the procurement of weaponry such as the Tornado aircraft.

Details have been emerging of the separate "shopping lists" of the two parties.

The FDP appears to favour, among other things, cuts in children's allowance, a reduction in unemployment benefits, a slight reduction in financial aid for Berlin, and an increase in tobacco and alcohol duty.

These are only some of the elements that have emerged from the talks so far and not all of them necessarily spell conflict between the parties.

Sometimes the disputes centre more on quantity rather than principle. However, it is clear that the parties will be fighting hard over the coming week on symbolic issues such as family allowances—swinging cuts in

It is understood that the SPD would like to impose a supplement on high earners, scrap some tax privileges for civil servants, make cuts in the defence budget and extend the length of services of voluntary soldiers as well as trimming various subsidies such as those for agricultural accident insurance.

The SPD appears to favour, among other things, cuts in children's allowance, a reduction in unemployment benefits, a slight reduction in financial aid for Berlin, and an increase in tobacco and alcohol duty.

These are only some of the elements that have emerged from the talks so far and not all of them necessarily spell conflict between the parties.

Sometimes the disputes centre more on quantity rather than principle. However, it is clear that the parties will be fighting hard over the coming week on symbolic issues such as family allowances—swinging cuts in

this area would be a particularly bitter pill for the SPD to swallow.

Two reports published yesterday analysed West German employment trends and gave a particularly gloomy picture of the future.

The business-backed Institute for the German Economy argues that regional shifts in unemployment have helped to push the number of jobless up some 4 per cent above the comparable recession year of 1975.

The Hamburg Economic Research Institute meanwhile adds that white-collar unemployment appears to be particularly acute, with redundancies increasingly being made in company sales divisions. The Hamburg Institute supports in broad terms the Government's calculations—the monthly unemployment figure will reach 1.4m at the end of the year, giving an annual average of 1.25m.

Spadolini meets Italian union leaders

By James Burton in Rome

THE ITALIAN Government yesterday began "marathon" negotiations with trade unions and employers aimed at cutting Italy's 20 per cent inflation rate.

Sig. Giovanni Spadolini, the Prime Minister, and his Economic Ministers began by meeting leaders of the three trades union federations.

On the objective of the government and Confindustria, the employers' federation, is to persuade the unions to accept modifications of the triggering mechanism of the Scala Mobile (sliding scale) system of wage indexation, which has been criticised severely by the EEC and the International Monetary Fund.

The sensitive subject is unlikely even to be broached in the next few days and the Communist-affiliated CGIL federation has said it will not discuss any wages.

None of the federations wants to make major decisions before the end of August, when their members, who they say must be consulted, return from holiday.

Sig. Spadolini, however, wants to settle various labour issues by the end of September, including the employers' desire for control of strike action, so that any reciprocal concessions by the Government can be inserted into the Finance Bill for next year.

The only thing likely to be achieved is agreement on a target rate of inflation for the next 12 months. If the parties agreed on this—a figure of 15-18 per cent is anticipated—the unions would be expected to accept wage contracts consistent with that figure.

Similarly, the government would be expected to control spending and the employers to control prices with the same objective. But such an agreement would inevitably be somewhat vague.

The three unions have presented a list of ten demands on economic policy, taxation and prices. Some of these, such as measures to raise the tax threshold and to limit tax evasion, are favoured by the government. Others, for the freezing of government-controlled prices, are less popular.

Nevertheless, the Government accepts that it will have to make concessions to the unions in order to reach a wider agreement.

The leaders of all three unions, including the CGIL, accept that some freezing of the Scala Mobile is essential. But only the Christian Democrat-oriented CISL and the Socialist-oriented UIL are prepared to negotiate on this.

The line the CGIL takes depends on that of the Communist Party, which opposes the government.

The reassuring argument beginning to be heard out of Rome is that German inflation is much lower than other countries; therefore, a less pressing economic problem than, say, the steadily mounting unemployment rate—needs to be set against the evident impact which the current moderate inflation rate has already had on the financial sector in particular.

As the current high inflation continues, moreover, the time is drawing nearer when the Federal Republic will begin its next economic upswing. Should it take place on the back of a base inflation rate of over 5 per cent, as now seems possible, that in itself would represent a marked deterioration in the state of the economy—and not just of the financial sector.

The re-assuring argument beginning to be heard out of Rome is that German inflation is much lower than other countries; therefore, a less pressing economic problem than, say, the steadily mounting unemployment rate—needs to be set against the evident impact which the current moderate inflation rate has already had on the financial sector in particular.

As the current high inflation continues, moreover, the time is drawing nearer when the Federal Republic will begin its next economic upswing. Should it take place on the back of a base inflation rate of over 5 per cent, as now seems possible, that in itself would represent a marked deterioration in the state of the economy—and not just of the financial sector.

The re-assuring argument beginning to be heard out of Rome is that German inflation is much lower than other countries; therefore, a less pressing economic problem than, say, the steadily mounting unemployment rate—needs to be set against the evident impact which the current moderate inflation rate has already had on the financial sector in particular.

As the current high inflation continues, moreover, the time is drawing nearer when the Federal Republic will begin its next economic upswing. Should it take place on the back of a base inflation rate of over 5 per cent, as now seems possible, that in itself would represent a marked deterioration in the state of the economy—and not just of the financial sector.

The re-assuring argument beginning to be heard out of Rome is that German inflation is much lower than other countries; therefore, a less pressing economic problem than, say, the steadily mounting unemployment rate—needs to be set against the evident impact which the current moderate inflation rate has already had on the financial sector in particular.

As the current high inflation continues, moreover, the time is drawing nearer when the Federal Republic will begin its next economic upswing. Should it take place on the back of a base inflation rate of over 5 per cent, as now seems possible, that in itself would represent a marked deterioration in the state of the economy—and not just of the financial sector.

The re-assuring argument beginning to be heard out of Rome is that German inflation is much lower than other countries; therefore, a less pressing economic problem than, say, the steadily mounting unemployment rate—needs to be set against the evident impact which the current moderate inflation rate has already had on the financial sector in particular.

As the current high inflation continues, moreover, the time is drawing nearer when the Federal Republic will begin its next economic upswing. Should it take place on the back of a base inflation rate of over 5 per cent, as now seems possible, that in itself would represent a marked deterioration in the state of the economy—and not just of the financial sector.

The re-assuring argument beginning to be heard out of Rome is that German inflation is much lower than other countries; therefore, a less pressing economic problem than, say, the steadily mounting unemployment rate—needs to be set against the evident impact which the current moderate inflation rate has already had on the financial sector in particular.

As the current high inflation continues, moreover, the time is drawing nearer when the Federal Republic will begin its next economic upswing. Should it take place on the back of a base inflation rate of over 5 per cent, as now seems possible, that in itself would represent a marked deterioration in the state of the economy—and not just of the financial sector.

The re-assuring argument beginning to be heard out of Rome is that German inflation is much lower than other countries; therefore, a less pressing economic problem than, say, the steadily mounting unemployment rate—needs to be set against the evident impact which the current moderate inflation rate has already had on the financial sector in particular.

As the current high inflation continues, moreover, the time is drawing nearer when the Federal Republic will begin its next economic upswing. Should it take place on the back of a base inflation rate of over 5 per cent, as now seems possible, that in itself would represent a marked deterioration in the state of the economy—and not just of the financial sector.

The re-assuring argument beginning to be heard out of Rome is that German inflation is much lower than other countries; therefore, a less pressing economic problem than, say, the steadily mounting unemployment rate—needs to be set against the evident impact which the current moderate inflation rate has already had on the financial sector in particular.

As the current high inflation continues, moreover, the time is drawing nearer when the Federal Republic will begin its next economic upswing. Should it take place on the back of a base inflation rate of over 5 per cent, as now seems possible, that in itself would represent a marked deterioration in the state of the economy—and not just of the financial sector.

The re-assuring argument beginning to be heard out of Rome is that German inflation is much lower than other countries; therefore, a less pressing economic problem than, say, the steadily mounting unemployment rate—needs to be set against the evident impact which the current moderate inflation rate has already had on the financial sector in particular.

As the current high inflation continues, moreover, the time is drawing nearer when the Federal Republic will begin its next economic upswing. Should it take place on the back of a base inflation rate of over 5 per cent, as now seems possible, that in itself would represent a marked deterioration in the state of the economy—and not just of the financial sector.

The re-assuring argument beginning to be heard out of Rome is that German inflation is much lower than other countries; therefore, a less pressing economic problem than, say, the steadily mounting unemployment rate—needs to be set against the evident impact which the current moderate inflation rate has already had on the financial sector in particular.

As the current high inflation continues, moreover, the time is drawing nearer when the Federal Republic will begin its next economic upswing. Should it take place on the back of a base inflation rate of over 5 per cent, as now seems possible, that in itself would represent a marked deterioration in the state of the economy—and not just of the financial sector.

The re-assuring argument beginning to be heard out of Rome is that German inflation is much lower than other countries; therefore, a less pressing economic problem than, say, the steadily mounting unemployment rate—needs to be set against the evident impact which the current moderate inflation rate has already had on the financial sector in particular.

As the current high inflation continues, moreover, the time is drawing nearer when the Federal Republic will begin its next economic upswing. Should it take place on the back of a base inflation rate of over 5 per cent, as now seems possible, that in itself would represent a marked deterioration in the state of the economy—and not just of the financial sector.

The re-assuring argument beginning to be heard out of Rome is that German inflation is much lower than other countries; therefore, a less pressing economic problem than, say, the steadily mounting unemployment rate—needs to be set against the evident impact which the current moderate inflation rate has already had on the financial sector in particular.

As the current high inflation continues, moreover, the time is drawing nearer when the Federal Republic will begin its next economic upswing. Should it take place on the back of a base inflation rate of over 5 per cent, as now seems possible, that in itself would represent a marked deterioration in the state of the economy—and not just of the financial sector.

Rising tension as Polish food price discussions begin

BY ANTHONY ROBINSON

TENSION ROSE in Poland yesterday as Solidarity trade union negotiators started discussions with the Government on plans to raise food prices and cut meat rations against a backdrop of vociferous protest marches in Warsaw, Lodz and other Polish towns.

Gen. Wojciech Jaruzelski, the Prime Minister, warned Poles at the party congress last week that some food prices would have to rise by up to 110 per cent in order to reduce demand to the level of available supplies and to curb food subsidies which were distorting the whole national budget.

This is proving a hard message to put across to angry housewives and workers exhausted by a year of deteriorating food supplies, lower rations and the prospect of further shortages.

Solidarity has made clear that its 10m members will only accept food price rises as part of an overall economic reform package and insists that such a decision should only be taken after exhaustive negotiations and only after agreement on

higher incomes for pensioners, low-paid workers and other disadvantaged groups.

The unions also want information on the state of food supplies and future prospects and intends to use this as a lever to force the Government to accept its proposals for a system of worker management, which would reduce the power of central planners and party bureaucrats in the running of the economy.

Slogans draped on the buses and lorries which drove in procession through the main streets of Lodz, an important textile and industrial city, showed both the degree of popular anger and the political undertones behind the food protests.

Our Helsinki Correspondent adds: Polish meat producers will start exporting pork to Poland later this week following confirmation that the Polish purchase organisation Animex had opened a dollar account in Paris. Finland is to export 3,000 tons of pork to Poland over about a month.

The Christian Democrats are unhappy with the proposal that the next government should postpone indefinitely a decision on the stationing of 48 Cruise missiles in the Netherlands.

The Christian Democrats also want to reopen discussions on the next Government's social and economic programme. They feel too little will be done to cut public spending and to redirect funds to investment and away from consumption.

The Democrats' '66 object to the proposal in the first draft programme to give wide-ranging powers to the Social Affairs Ministers in the new cabinet.

This portfolio has been offered to Mr Joop den Uyl, the Labour Party leader, who would take on additional responsibility for employment and for co-ordinating social and economic policy.

The party leaders have spent the past few days in further discussions with the mediators and their MPs, with no sign that they are prepared to compromise on their objections.

The party leaders have spent the past few days in further discussions with the mediators and their MPs, with no sign that they are prepared to compromise on their objections.

The party leaders have spent the past few days in further discussions with the mediators and their MPs, with no sign that they are prepared to compromise on their objections.

The party leaders have spent the past few days in further discussions with the mediators and their MPs, with no sign that they are prepared to compromise on their objections.

The party leaders have spent the past few days in further discussions with the mediators and their MPs, with no sign that they are prepared to compromise on their objections.

The party leaders have spent the past few days in further discussions with the mediators and their MPs, with no sign that they are prepared to compromise on their objections.

The party leaders have spent the past few days in further discussions with the mediators and their MPs, with no sign that they are prepared to compromise on their objections.

The party leaders have spent the past few days in further discussions with the mediators and their MPs, with no sign that they are prepared to compromise on their objections.

The party leaders have spent the past few days in further discussions with the mediators and their MPs, with no sign that they are prepared to compromise on their objections.

The party leaders have spent the past few days in further discussions with the mediators and their MPs, with no sign that they are prepared to compromise on their objections.

The party leaders have spent the past few days in further discussions with the mediators and their MPs, with no sign that they are prepared to compromise on their objections.

The party leaders have spent the past few days in further discussions with the mediators and their MPs, with no sign that they are prepared to compromise on their objections.

The party leaders have spent the past few days in further discussions with the mediators and their MPs, with no sign that they are prepared to compromise on their objections.

The party leaders have spent the past few days in further discussions with the mediators and their MPs, with no sign that they are prepared to compromise on their objections.

The party leaders have spent the past few days in further discussions with the mediators and their MPs, with no sign that they are prepared to compromise on their objections.

The party leaders have spent the past few days in further discussions with the mediators and their MPs, with no sign that they are prepared to compromise on their objections.

The party leaders have spent the past few days in further discussions with the mediators and their MPs, with no sign that they are prepared to compromise on their objections.

The party leaders have spent the past few days in further discussions with the mediators and their MPs, with no sign that they are prepared to compromise on their objections.

The party leaders have spent the past few days in further discussions with the mediators and their MPs, with no sign that they are prepared to compromise on their objections.

The party leaders have spent the past few days in further discussions with the mediators and their MPs, with no sign that they are prepared to compromise on their objections.

The party leaders have spent the past few days in further discussions with the mediators and their MPs, with no sign that they are prepared to compromise on their objections.

The party leaders have spent the past few days in further discussions with the mediators and their MPs, with no sign that they are prepared to compromise on their objections.

The party leaders have spent the past few days in further discussions with the mediators and their MPs, with no sign that they are prepared to compromise on their objections.

The party leaders have spent the past few days in further discussions with the mediators and their MPs, with no sign that they are prepared to compromise on their objections.

Stewart Fleming finds that West German reactions to inflation have a familiar ring

A worrying shift in the pattern of savings

THE DISTORTIONS which high inflation and accompanying high interest rates create in the financial markets of an advanced industrial country have been all too evident in the U.S. and the UK in the past five years. Now the West German financial sector, too, is showing signs of "adapting" to the entrenched inflation which has begun to plague it and which shows little sign of retreating even though the economy is over 12 months into what promises to be a protracted recession.

Anxiety about inflation is, of course, a national characteristic of all Germans, stemming from their history of two currency reforms in the current century. But the current inflation rate is just below the level that could be expected to trigger a popular reaction with the result that only the Bundesbank, the Central Bank, is putting much emphasis on the problem.

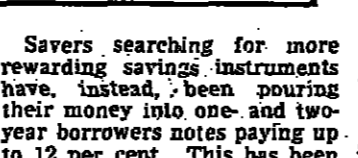
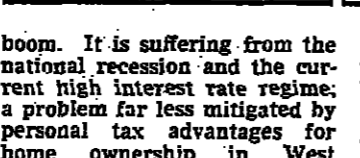
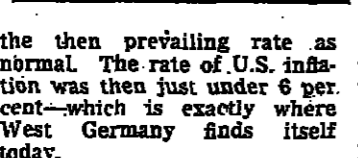
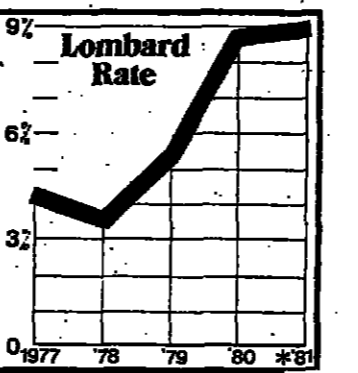
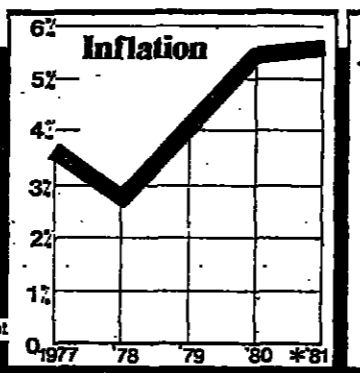
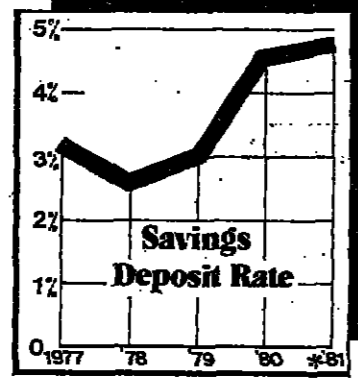
In Bonn fighting inflation is not the top priority. Just as, a year ago, it was widely assumed that the West German current account deficit would miraculously disappear and the economy would recover as easily from the second oil shock as it did from the first, so, it seems, the country's politicians have come to believe their own propaganda about how inflation-resistant the economy is.

To be effective propaganda must have a core of truth, and it is patently obvious that the Germans have been much more successful than their neighbours at containing the unaccustomed inflationary threat.

But relative successes are not grounds for complacency. It is just over five years ago that the then President of the New York Federal Reserve Bank, Mr Paul Volcker, was warning that unless something was done about inflation in the U.S., people would come to accept

KEY INDICATORS IN THE WEST GERMAN ECONOMY

Average for First Six Months Except Construction Orders (First Qtr.)



the then prevailing rate as normal. The rate of U.S. inflation was then just under 6 per cent, which is exactly where West Germany finds itself today.

In the U.S. at that stage there were only incipient signs of the inflationary psychology which has subsequently gripped the country. A speculative housing boom was shortly to get under way, but the distortions of the financial markets caused by shifts in consumer preferences to long term savings accounts paying high rates of interest were barely apparent. The day of the money market funds was yet to come.

In West Germany, the housing market is certainly showing no signs of an inflationary

boom. It is suffering from the national recession and the current high interest rate regime, a problem far less mitigated by personal tax advantages for home ownership in West Germany than in either the U.S. or the UK.

On the other hand, the West Germans have certainly been displaying for some time now a quite remarkable sensitivity to high interest rates in choosing their investments. Frankfurt's BHF Bank in a recent report pointed out, for example, that in the past two years the proportion of new personal savings invested in low interest bearing savings deposits in the German banking system has "plummeted like a stone" from 52 per cent in 1978 to 17 per cent last year.

Savers searching for more rewarding savings instruments have, instead, been pouring their money into one- and two-year borrowers notes paying up to 12 per cent. This has been fine for the financial institutions issuing them—particularly the mortgage banks—though it has been another factor squeezing their profit margins. But those institutions which generally cannot issue such instruments—above all, the savings banks—have been losing funds as a result.

The Bundesbank has also started to worry about the shift in savings flows. Are the high interest rate borrowers notes to be defined as money or not? If they are, in terms at least

of their impact on the economy, how is the Bank to control them, for there is no need for the issuers to put minimum reserves against such funds and they do not appear directly in the monetary aggregates. There are accompanying fears in the Central Bank that these aggregates could be understating the growth of the money supply.

Leaving aside such technical arguments, however, it is clear that the country's stubborn inflation and the two-year monetary squeeze which has accompanied it are beginning to produce changes in the structure of the financial markets and the attitudes of West German investors which cannot be regarded as healthy for the economy.

It now seems likely that Luxembourg will bring into effect new legislation permitting the establishment of money market funds. If the heightened interest rate sensitivity of West German investors leads them to invest in such new instruments, the distortions in the domestic West German financial markets will become even more marked.

The reassuring argument beginning to be heard out of Bonn is that German inflation is much lower than other countries; therefore, a less pressing economic problem than, say, the steadily mounting unemployment rate—needs to be set against the evident impact which the current moderate inflation rate has already had on the financial sector in particular.

As the current high inflation continues, moreover, the time is drawing nearer when the Federal Republic will begin its next economic upswing. Should it take place on the back of a base inflation rate of over 5 per cent, as now seems possible, that in itself would represent a marked deterioration in the state of the economy—and not just of the financial sector.

The re-assuring argument beginning to be heard out of Bonn is that German inflation is much lower than other countries; therefore, a less pressing economic problem than, say, the steadily mounting unemployment rate—needs to be set against the evident impact which the current moderate inflation rate has already had on the financial sector in particular.

As the current high inflation continues, moreover, the time is drawing nearer when the Federal Republic will begin its next economic upswing. Should it take place on the back of a base inflation rate of over 5 per cent, as now seems possible, that in itself would represent a marked deterioration in the state of the economy—and not just of the financial sector.

The re-assuring argument beginning to be heard out of Bonn is that German inflation is much lower than other countries; therefore, a less pressing economic problem than, say, the steadily mounting unemployment rate—needs to be set against the evident impact which the current moderate inflation rate has already had on the financial sector in particular.

As the current high inflation continues, moreover, the time is drawing nearer when the Federal Republic will begin its next economic upswing. Should it take place on the back of a base inflation rate of over 5 per cent, as now seems possible, that in itself would represent a marked deterioration in the state of the economy—and not just of the financial sector.

The re-assuring argument beginning to be heard out of Bonn is that German inflation is much lower than other countries; therefore, a less pressing economic problem than, say, the steadily mounting unemployment rate—needs to be set against the evident impact which the current moderate inflation rate has already had on the financial sector in particular.

As the current high inflation continues, moreover, the time is drawing nearer when the Federal Republic will begin its next economic upswing. Should it take place on the back of a base inflation rate of over 5 per cent, as now seems possible, that in itself would represent a marked deterioration in the state of the economy—and not just of the financial sector.

The re-assuring argument beginning to be heard out of Bonn is that German inflation is much lower than other countries; therefore, a less pressing economic problem than, say, the steadily mounting unemployment rate—needs to be set against the evident impact which the current moderate inflation rate has already had on the financial sector in particular.

As the current high inflation continues, moreover, the time is drawing nearer when the Federal Republic will begin its next economic upswing. Should it take place on the back of a base inflation rate of over 5 per cent, as now seems possible, that in itself would represent a marked deterioration in the state of the economy—and not just of the financial sector.

The re-assuring argument beginning to be heard out of Bonn is that German inflation is much lower than other countries; therefore, a less pressing economic problem than, say, the steadily mounting unemployment rate—needs to be set against the evident impact which the current moderate inflation rate has already had on the financial sector in particular.

As the current high inflation continues, moreover, the time is drawing nearer when the Federal Republic will begin its next economic upswing. Should it take place on the back of a base inflation rate of over 5 per cent, as now seems possible, that in itself would represent a marked deterioration in the state of the economy—and not just of the financial sector.

The re-assuring argument beginning to be heard out of Bonn is that German inflation is much lower than other countries; therefore, a less pressing economic problem than, say, the steadily mounting unemployment rate—needs to be set against the evident impact which the current moderate inflation rate has already had on the financial sector in particular.

As the current high inflation continues, moreover, the time is drawing nearer when the Federal Republic will begin its next economic upswing. Should it take place on the back of a base inflation rate of over 5 per cent, as now seems possible, that in itself would represent a marked deterioration in the state of the economy—and not just of the financial sector.

The re-assuring argument beginning to be heard out of Bonn is that German inflation is much lower than other countries; therefore, a less pressing economic problem than, say, the steadily mounting unemployment rate—needs to be set against the evident impact which the current moderate inflation rate has already had on the financial sector in particular.

As the current high inflation continues, moreover, the time is drawing nearer when the Federal Republic will begin its next economic upswing. Should it take place on the back of a base inflation rate of over 5 per cent, as now seems possible, that in itself would represent a marked deterioration in the state of the economy—and not just of the financial sector.

The re-assuring argument beginning to be heard out of Bonn is that German inflation is much lower than other countries; therefore, a less pressing economic problem than, say, the steadily mounting unemployment rate—needs to be set against the evident impact which the current moderate inflation rate has already had on the financial sector in particular.

As the current high inflation continues, moreover, the time is drawing nearer when the Federal Republic will begin its next economic upswing. Should it take place on the back of a base inflation rate of over 5 per cent, as now seems possible, that in itself would represent a marked deterioration in the state of the economy—and not just of the financial sector.

Gaullists set to fight decentralisation plans

BY DAVID WHITE IN PARIS

THE NEO-GAULLIST Reassemblé pour la République, ejected last month from its position as France's largest parliamentary party, yesterday prepared for a fierce confrontation as the new National Assembly opened its debate on the Mitterrand Government's far-reaching Decentralisation Bill.

The RPR is attacking the Bill, a fundamental part of the Government's reform plans, on all fronts.

It argues that the new law goes against the Constitution, and is trying to have it thrown out, if not by the Assembly, then by the Constitutional Council, the final arbiter on such matters.

Kaunda detains 4 top trade unionists over strikes

BY MICHAEL HOLMAN

PRESIDENT Kenneth Kaunda of Zambia yesterday detained four leading trade unionists in a move which marks the country's most serious political crisis since independence in 1964.

In an early morning broadcast announcing the arrests, Dr Kaunda, reviewing a spate of strikes in the vital copper mines and elsewhere, said: "I have taken this action because it was the only action which was left to the Government to maintain industrial peace and preserve security in the country."

The most prominent of the

detainees is Mr Frederick Chiluba, 36, chairman of the Zambia Congress of Trade Unions (ZCTU). His deputy, Mr Newstead Zimba and Mr Timothy Walamba, vice-chairman of the Mineworkers Union of Zambia (MUZ), were held, along with a third ZCTU official, and a Copperbelt businessman.

The President accused Mr Chiluba and his "co-conspirators" of responsibility for three wild-cat strikes in the copper mines over the past six months, and involvement in 84 illegal strikes in Zambia over the past year, involving more

than 46,000 workers and costing over 200,000 working days. Zambia is the world's fifth largest supplier of copper and the second largest cobalt producer.

Output from the two state-owned companies, Nchanga Consolidated Copper Mines (NCCM) and Roan Consolidated Mines (RCM), is about 600,000 tonnes of copper and 3,000 tonnes of cobalt annually, earning 85 per cent of Zambia's foreign exchange.

Relations between Government and trade unions have been steadily deteriorating. Last

year, Mr Chiluba and other senior union officials had their membership of the ruling United National Independence Party (UNIP) withdrawn in a dispute which led to an eight-day strike on the copper mines in January.

Mr Chiluba, a Bemba, is a member of the country's largest and most powerful tribe which dominates the Copperbelt. He is popular in the mines and there is a risk that the latest move will trigger further unrest.

Skilled mineworkers returned to work only last Friday after

an eight-day strike over pay demands, marked by police use of tear gas and batons on at least two occasions.

Yesterday's arrests follow a series of disquieting developments. In October last year, President Kaunda announced that his security services had uncovered a plot to overthrow the Government, allegedly backed by South Africa and with trade union involvement. Among those arrested were a former Bank of Zambia governor, a leading lawyer, and a senior air force officer. A dusk-to-dawn curfew imposed at

the time was not lifted until December.

A further round of arrests took place last month and two U.S. diplomats were expelled, implicitly accused of working for the CIA.

President Kaunda has been sufficiently concerned by internal dissent to cancel plans to visit Nairobi last month for the conference of the Organisation of African Unity, and to attend the wedding of Prince Charles this week.

The country's domestic difficulties stem in part from a slump in copper prices which



Indian strikes banned

By K. K. Sharma in New Delhi

PRIME MINISTER Indira Gandhi's Government yesterday assumed powers to ban strikes in "essential services". Their effect will be to make trade union activity virtually ineffective in key sectors of the economy.

These include the railways, oil production and refining, transport and defence establishments. The Government can also declare any sector as an "essential service" that it thinks necessary.

President Sanjiva Reddy granted the powers to the Government shortly before he left for London to attend the Royal wedding. Many unions are expected to defy them.

Labour unrest has been a major constraint on industrial production and recently has crippled such services as banking and clearance of cheques. An example of industrial action was a strike by five public sector companies at Bangalore for nearly six months.

However, the loss of many days during Mrs Gandhi's second spell as Prime Minister since January, 1980, has been substantially lower than when the Janata Government was in power for the three years previously.

The move is seen as a sign of Mrs Gandhi's determination to put the economy on its feet even at the risk of annoying large sections of workers. It is also an attempt to curb inflationary pressures by ensuring that supplies of essential goods are not affected.

The main cause of labour unrest is inflation, now 15 per cent after registering 22 per cent last year. Anti-inflationary measures being taken include monetary action.

Dai Hayward in Wellington describes how the campaign against the Springbok's tour has reached a crisis

Protestors push emotions over rugby to a new pitch of violence

THE NEW ZEALAND Government has announced that the country's armed forces are to help police control demonstrations by protestors against the current tour by South Africa's Springbok rugby team.

The Government thus appears to have moved away from its earlier policy of strict non-intervention and has accepted that the demonstrations have in effect made the tour an issue of public concern.

Mr Duncan MacIntyre, the Acting Prime Minister—who is standing in for Mr Robert Muldoon, now in London for the Royal Wedding—joined with two other Cabinet Ministers yesterday in making separate statements which used identical phrases: "The issue is no longer a question of pro-tour or anti-tour," they said, "it is not about rugby or apartheid, it is now about law and order."

Many New Zealanders, including a large number of the tour's rugby supporters, believed that it would be cancelled following the violent scenes at Hamilton last Saturday. Hundreds of protestors overwhelmed 500 policemen and broke through security fences, swarming on to the rugby



Robert Muldoon: criticises attack failure to govern

ground and forcing a match against the South African team to be abandoned.

The Government, however, yesterday repeated its view that only the New Zealand Rugby Union could make a decision to call off the tour. The Union again refused last night to do this—leaving the Government exposed to growing criticism from its own supporters in Mr Muldoon's National Party, that it is failing to govern.

This partly reflects the view, which few dispute, that the Prime Minister's own absence

has hindered his cabinet from making a more positive move to stop the tour. But the criticism also stems from a hardening of political opinion since Saturday's violence and a sense of bewilderment that New Zealand should ever have reached such a state of internal dissension.

Mr Bob Walton, New Zealand's Police Commissioner, has warned that "someone would have been trampled to death" if the police had used tear gas to clear the ground at Hamilton.

He was responding to those who have criticised the police for not leading baton charges or using tear gas. But he has also made it clear they will have to use more force if a similar situation occurs next Saturday when the Springboks are due to play at Palmerston North.

An escalation of the violence must now be certain. Palmerston North, a university city, is less than 100 miles from Wellington and protest groups are confident they will muster thousands of supporters to try and repeat their Hamilton success and have the match abandoned.

One factor which has sobered

Fraser plea for North-South dialogue

MR MALCOLM FRASER, the Australian Prime Minister, yesterday made a passionate plea for a relaunch of the dialogue between developed and developing countries, writes David Tonge.

He also called on Commonwealth members not to let the Springbok tour of New Zealand damage the Commonwealth.

Mr Fraser's speech, billed

as laying the ground for September's Commonwealth Heads of Government meeting in Melbourne, was read for him in London. Mr Fraser had had to delay his departure for the Royal wedding because of labour unrest.

Referring to the "dramatic nature of what is at stake in the North-South dialogue," he said the Commonwealth meet-

ing should make a commitment to the dialogue.

He implicitly attacked Britain which will be attending the Melbourne summit, and in particular the U.S., which will not, for their belief that the notion of the South is spurious and that North-South relations can be dealt with bilaterally.

Referring to the success of the last Commonwealth meet-

ing in Lusaka in preparing the ground for a settlement in what was then Rhodesia, he insisted that the Commonwealth had to tackle the big issues of the day. He suggested the meeting could lead to an offer to help bring independence to Namibia.

He blamed South Africa for temporising and procrastinating over this and attacked its "vile practice of apartheid."

many New Zealanders was the TV coverage of the Hamilton confrontation. Anti-tour demonstrators included the young, the old and women—they were by no means all long haired radicals as had been previously suggested by their opponents.

Among the scores of people suffering minor injuries at

Hamilton on Saturday was an MP from the ruling National Party, Miss Marilyn Waring. An outspoken liberal and opponent of the tour, Miss Waring was attacked by a group of angry rugby supporters.

Other government MPs have taken a hard line on the issue. Some go as far as wanting

troops to take over from the police and mount road blocks to stop the protestors reaching the rugby grounds. Present plans are for them to stay out of the front line and provide transport and logistical support for the police.

Many Government MPs are undoubtedly influenced by the

strong pro-Springbok feeling in some country and farming districts. There are believed to be five marginal seats held by the National Party which could be lost—threatening the Government's own survival—if it were to go back on its word not to stop the tour.

Australian Premier intervenes to end industrial disputes

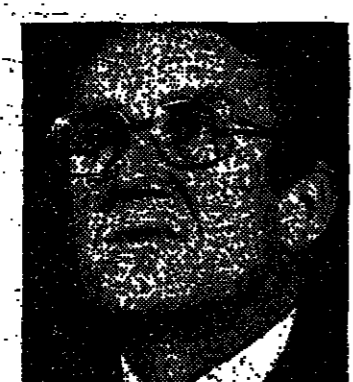
BY COLIN CHAPMAN IN SYDNEY

INDUSTRIAL DISPUTES disrupting Australia moved towards settlement last night as the Federal Government backed away from its rigid wage policy, following the intervention of Mr Malcolm Fraser, the Prime Minister, in talks with Mr Clifford Dolan, president of the Australian Council of Trades Unions.

The Government paved the way for pay rises for 350,000 public servants by conceding that the principle of "fair comparability of work" with jobs in the private sector could be used by telecommunication employees seeking rises of 12 per cent. This principle would be extended to other public servants.

Unions are expected to call off industrial action which has disrupted postal services and telecommunications, pending their case being heard by the Arbitration Court.

Transport employers conceded a \$20 (£12) a week claim by truck drivers and if, as expected,



Malcolm Fraser: leaves wage-fixing system in tatters

this settlement is endorsed by the Arbitration Commission today under provisions for "anomalies" road services will return to normal.

For more than a week, all states except New South Wales have had food shortages because of lack of deliveries, while thousands have been laid off in industry.

Oil tanker drivers and aircraft refuellers, promised a hefty wage rise, called off the strike that has grounded domestic air flights and forced petrol rationing in two states.

As the end of the disputes came in sight, Mr Fraser decided after all that he would attend the wedding of Prince Charles and Lady Diana Spencer. He boarded a London-bound jet late last night.

He has left behind a wage policy bereft of credibility and a wage-fixing system in tatters. The Arbitration Commission will meet later this week to consider its future, but Government Ministers were accepting privately last night that wage indexation which has remained more or less intact since 1965 has ended.

The Government is likely to recommend its replacement by a system whereby the commission decides the nation's basic wage, and payments above this are negotiated through collective bargaining with legally enforceable contracts.

Labour Party takes a Right turn

BY PATRICIA NEWBY IN CANBERRA

THE NATIONAL conference of the Australian Labour Party met in Melbourne yesterday to define for the first time in 60 years its "socialist objective."

The result was a victory for the central and Right-wing factions. They argued that unless the commitment to socialism was modified the party could say goodbye to a win at the 1983 election although it needs only a 2 per cent swing to

take power from Mr Malcolm Fraser's Liberal-National Country Party coalition.

Remembering what happened in Britain when the Labour Party moved to the Left, pragmatists outnumbered idealists to vote 28 to 22 in favour of watering down the statement proposing nationalisation of production, distribution and exchange.

The Labour Party remains

committed to nationalisation of industry but following yesterday's amendment only "to the extent necessary" to eliminate exploitation and other anti-social features of the political and economic system.

Unqualified support for socialism, the pragmatists said, would simply provide Mr Fraser with a propaganda tool to beat an inherently conservative electorate.

General Prem to retire as army chief

By Our Foreign Staff

GENERAL PREM Tinsulanonda, Thailand's Prime Minister, will retire as army commander-in-chief in the annual military reshuffle in October. Since the abortive coup in April, changes in the military leadership have been inevitable.

The issue of whether to retire has been controversial and the subject of speculation for months. It follows an unprecedented decision last October to amend the law to allow Gen Prem to extend his position as military leader beyond the mandatory retirement age of 60.

His decision paves the way for one of the most complete military reshuffles seen recently. The post of deputy army leader has been vacant since April when Gen Sant Chitpatana, who held the position, led an abortive coup against Gen Prem. A leading contender to replace Gen Sant died of a heart attack in June.

Marcos chooses Finance Minister as new premier

BY EMILIA TAGAZA IN MANILA

PRESIDENT FERDINAND MARCOS of the Philippines yesterday swore in a streamlined Cabinet and a new executive committee to take charge of day-to-day policy decisions, signalling major changes in the Government.

President Marcos also formally nominated Mr Cesar Virata, Finance Minister, as Prime Minister under the new French-style Government system, referred to here as the "New Republic."

The choice of the Finance Minister as Premier indicates the Government's concern with economic problems.

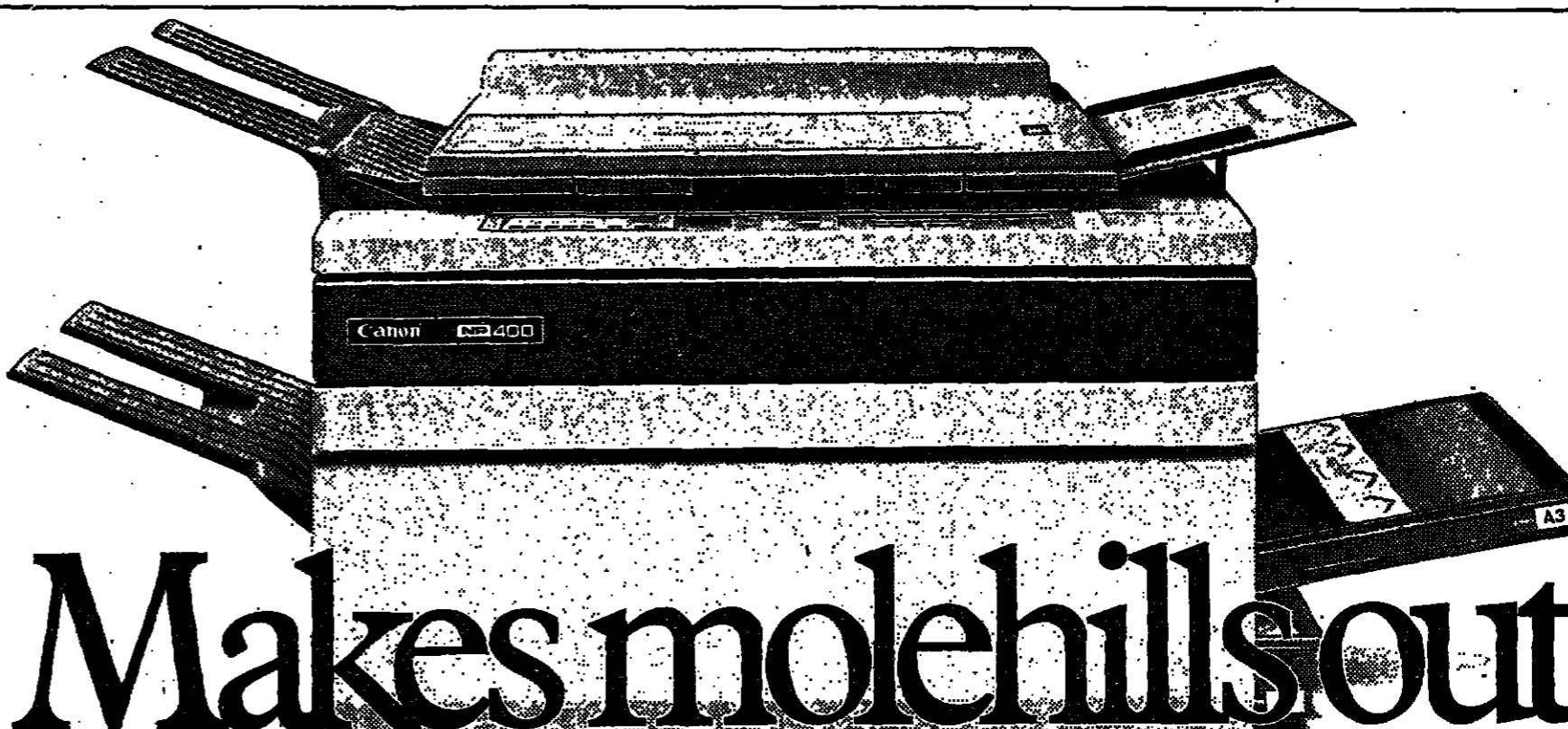
A major feature of the Government reshuffle is the appointment of more technocrats as Ministers of State and special Presidential advisers. The move has touched off resentment among some of President Marcos's political allies, who consider the technocrats "alien" to political matters.

Apart from Mr Virata, the other main technocrats in the President's Administration are Mr Roberto Ongpin, Industry Minister and Mr Jaime Laya, Central Bank Governor.

Among the technocrats to be named to the new Administration are Mr Placido Mapa, and Mr Alejandro Melchor.

Mr Mapa is to head the National Economic and Development Administration, which, though not a Ministry, is at Cabinet level. He was also appointed Minister of State at the Finance Ministry. He has served as executive director of the World Bank, and as chairman of the state-owned Development Bank of the Philippines.

Mr Melchor was appointed Presidential adviser to act as the President's chief "trouble shooter." He still serves as director of the Development Bank of the Philippines and as a board member for the Philippines of the Asian Development Bank.



Makes molehills out of mountains.

However formidable your copying requirements, now there's a machine that can turn troublesome mountains into minor molehills.

The new Canon NP400. Looks small, thinks big. The NP400 packs more features into its compact size than any other comparable copier.

Its neat, desk-top size, saves you valuable space and also allows you to store paper, toner and materials conveniently underneath.

Faster than faster copiers. At forty A4 copies per minute, the NP400 is fast.

Whilst there are copiers that operate faster, you'll still find the NP400 beats them in the long run.

This is because the integral document feeder changes the original for you even before the first run is finished, cutting your total copying time to a bare minimum.

Moves mountains. To help you speed the operation even further, we've also designed an optional 15-bin sorter which automatically collates your copies, saving time that would be spent on a tedious task.

* plus VAT
† £700 plus VAT
‡ £96 plus VAT

Shrinks problems. It's not just your workload the NP400 reduces.

A two-way reduction facility (A3-A4/B4 and B4-B5/A4 etc.) helps you cut the big jobs down to size.

Large format accounting schedules and computer print-outs can be quickly and easily reduced to more manageable proportions, helping you to save on paper, storage space and postage.

And with Canon's high definition copy quality, you can be sure to reproduce faint computer originals.

Enlarges too. Just to give you total flexibility, the NP400 also features an enlargement facility (B4-A3 and A4-B4 etc.).

Double sided copies. The NP400 enables you to cut paper costs at a stroke by allowing you to copy on both sides, quickly and easily.

Saves energy. The NP400 has been designed to run on a two-stage, low-power standby mode, so it actually helps you save energy.

Total control. The NP400's Advanced Control and Information System gives you total copy control.

Three mini-computers check the

operational sequence with microprecision, adjusting the critical machine settings before each copy is made to ensure consistently high quality.

They also provide information to the user and engineer, making copying simple and reducing down-time to a minimum.

Technologically superior. Maintaining Canon's history of innovation, the NP400 represents the latest advance in their unique mono-component Toner Development System—an inherently simpler and more compact method of copying that is unaffected by speed.

Breaks the price barrier. By now, you probably think that the price of the NP400 would put it out of your reach.

Think again. At £4,250* the Canon NP400 is more than £1,000 cheaper than its nearest competitor!

Together with the purpose-built 15-bin sorter and the specially designed storage cabinet, the NP400 offers you a total high speed copying system at a totally unexpected price.

Complete the coupon today and find out how the Canon NP400 could reduce your mountains to molehills.

Help! Tell me how the new Canon NP400 can help me turn mountains of work into mere molehills.

To: Canon Business Machines (UK) Ltd, *FREEPOST, Waddon House, Stafford Road, Croydon CR9 9ES. Telephone: 01-680 7700. Telex: 884838.

Name _____ Position _____ BS131AU4

Company _____ Type of Business _____

Address _____

Telephone _____



Canon
The next step forward in copiers.

SHOWROOMS TELEPHONE: ABERDEEN 29019, Basingstoke 53241, BEDFORD 255505, BELFAST 647234, BRIMINGHAM 454548, BRISTOL 292951, BURGESS HILL 46161, CAMBRIDGE 68492, CROYDON 680 7700, DUNDEE 27871, EXETER 35891, GATESHEAD 475521, GLASGOW 221 9772, GUERNSEY 26001, INVERNESS 38800, IPSWICH 21521, JERSEY 75611, LANGLEY MILL (North) 61212, LEEDS 652233, LEICESTER 769232, LINCOLN 263566, LONDON 405 7800, MASTON 79457, MANCHESTER 2281852, MIDDLESBROUGH 2212131, NEWPORT (Gwent) 50156, NORTHAMPTON 26592, PLYMOUTH 663605, REDRUTH 25541.

AMERICAN NEWS

IMF adds £30m to loan for Guyana

By Mohammed Hamaludin in Georgetown

THE INTERNATIONAL Monetary Fund (IMF) has given Guyana extra breathing space in its three-year plan to stabilize the economy. The fund has added SDR 50m (£30m) to the amount available over the three years and given Guyana the go-ahead to draw its second annual tranche.

The 1980 agreement with the fund gave Guyana SDR 100m (£60m), of which SDR 62.6m would be drawn in the first year. This month the IMF increased the amount to SDR 150m.

The agreement set certain performance criteria, including 8 per cent real growth, containing the balance of payments deficit to 20 per cent of gross national product, or \$30m, increasing the profitability of parastatal companies (the Government accounts for 80 per cent of economic activity), and eliminating arrears on foreign debt once foreign exchange reserves reach \$52m.

The Bank of Guyana has said that reaching the targets would depend on the sugar and rice crops, as well as bauxite and alumina exports.

The Government estimates that this year Guyana should produce 310,000 tons of sugar, 185,000 tons of rice, 2m tonnes of bauxite and 240,000 tonnes of alumina.

Bermuda faces 'disaster' year for tourism

By Keith Hunt in Bermuda

BERMUDA'S vital tourist industry is heading for a "disastrous" year, according to Mr. Jim Woolridge, the Minister for Tourism.

Tourism is the biggest dollar earner for the island along with offshore companies. But the recent widespread strike on the island has seriously affected the prospects for the tourist season.

The strikes paralysed the island for almost four weeks until they were called off in May after workers won a 20 per cent pay rise.

Mr. Woolridge said: "This year will be a financial disaster for the entire community." The number of tourists for the first half of the year is 12 per cent down on last year, while projections for July and August are even worse.

'Gypsy Moth' threat to Reagan plan

BY DAVID BUCHAN IN WASHINGTON

PRESIDENT REAGAN'S high-stakes strategy in this week's key congressional battle on his tax cut plan boils down to this: Win over the "boll weevils" without letting the "gypsy moths" fly away.

This political entomology — nothing to do with the Medfly outbreak in California — refers to two groups of rebels, or potential rebels, inside the United States' two parties. The focus has been on the "boll weevils," the band of conservative Democrats, mainly from the south, which has voted for President Reagan in sufficient numbers to give him victory last month on the 1981-82 budget and may do so again on the tax issue.

But now the "gypsy moths," liberals inside the Republican Party, mainly from the north-east and mid-west, have come out of their political chrysalis and are testing their wings.

They pose a direct threat to the Reagan strategy in the House of Representatives where, even if all Republicans stay loyal, Mr. Reagan needs 27 Democratic defectors for victory. In fact, on the June budget vote, the President needed and got 29 "boll weevil" votes since two "gypsy moths" deserted him. If more moths fly away, Mr. Reagan's task becomes very difficult indeed.

The group's names have been deliberately chosen to underscore the regional tensions that the Reagan Presidency has provoked in both parties. The gypsy moth is as much of a pest to vegetation in New England and the upper mid-west as the boll weevil is to cotton in the south.

The moths number between two and three dozen Republicans. They represent either the older, industrial cities,

which have an intrinsically strong trade union and Democratic base, or naturally liberal academic communities.

Many of their seats are marginal, as the Democratic leadership well knows. The Democrats have organised a publicity campaign directed towards the constituencies of the moths, with the message that the Democratic tax cut plan meets better their needs because it weights tax relief towards the poor and middle income tax brackets.

The Liberals voted solidly with the party on the preliminary budget vote in May. But, piqued at the White House attention being lavished on conservative Democrats, they then started making their own demands—with some success.

The budget programmes which the "moths" wanted restored typify the interests of their districts: Medicaid

(Government health care for the poor), student loans, rail and public transport funds, energy assistance for the poor, and public funding for the arts.

They wanted \$4.8bn (£2.57bn) in planned cuts in these programmes restored. In the end they got \$2.8bn worth, no mean achievement since all these programmes figured low on the priority list of Mr. David Stockman, the Reagan budget director.

The question for the White House is whether the "moths" can be kept in line just one more time, for the crucial tax vote on the House floor tomorrow. President Reagan has calculated that by making his tax bill more "conservative" with indexing tax brackets to inflation and increasing tax breaks for oil producers, he stands to win more "boll weevils" than he will lose "gypsy moths."

Canada oil sands project kept alive

By Jim Rusk in Ottawa

THE Alsands Consortium, a group of Canadian companies headed by a Shell Oil subsidiary has decided to keep a C\$13bn (£5.5bn) oil sands project in northern Alberta going until the autumn in the hope of a breakthrough in the energy policy deadlock.

The Alsands project is planned to produce 140,000 barrels of oil a day from late 1988. It will provide about 10 per cent of Canadian requirements when fully operational.

Although some consortium members have been reluctant to spend more on the project — now two years behind schedule — the group's decision is a sign that it thinks the Federal Government and the Province of Alberta might soon end their 18-month disagreement over Canadian oil pricing and taxation.

Mr. Mervin Leitch, Alberta Energy Minister, and Mr. Marc Lalonde, Federal Energy Minister, plan two days of energy negotiations in Montreal in the first week of August.

While they are not expected to reach final agreement on an energy deal at the Montreal meeting, the fact that it is set for only two days is regarded as a sign they are close to a settlement.

Venezuela to raise petrol prices

By Kip Furd in Caracas

Venezuela is drafting energy saving plans which may mean the end of the cheapest petrol in the Western hemisphere, an oil industry executive said yesterday.

Sr. Alberto Quiros Corradi, former president of Shell de Venezuela and now head of Maraven, the State oil company, said price increases will be used to stimulate greater energy efficiency.

He told the British-Venezuelan Chamber of Commerce that the State oil industry is subsidising domestic oil consumption by an average \$1.53 a barrel, the cost of producing a barrel of refined oil is \$3.50 while the average sales price is \$4.30. Petrol prices range from 23 U.S. cents to 32 cents a gallon.

Senate committee steps up inquiry on CIA director

BY REGINALD DALE, U.S. EDITOR IN WASHINGTON

PRESIDENT Ronald Reagan's embattled Director of the Central Intelligence Agency, Mr. William Casey, has asked for a quick resolution — "in the best interests of the country" — to the controversy that is threatening to deprive him of his job.

That is also the view of the White House, which wants to get the affair over one way or the other — preferably with Mr. Casey staying in his post — before it drags into a long and potentially politically damaging investigation.

Mr. Casey has provided the Senate Intelligence Committee with documentation, reported to be 2 ft high, defending his business record and his appointment earlier this year of Mr. Max Hough as head of undercover operations.

The Senate committee yesterday announced it had named Mr. Fred Thompson, Republican counsel during the Watergate hearings, to head what was described as a "heightened" investigation of Mr. Casey.

Senator Barry Goldwater, the Intelligence Committee's chairman, and other Republican senators have called for Mr. Casey's resignation.

Others, including Senator Daniel Moynihan, the ranking Democrat on the committee, have said Mr. Casey should first be given a fair hearing.

The White House agrees with that too. It is increasingly clear, however, that Mr. Casey's business history is causing less alarm in Capitol Hill than his record at the CIA over the past six months.

Newweek yesterday reported that the House Select Committee on Intelligence was so perturbed by a CIA plan to overthrow Colonel Muammar Gaddafi, the Libyan leader, approved by Mr. Casey, that it sent a protest letter direct to President Reagan.

The White House admitted a letter had been received, but denied it concerned Colonel Gaddafi.

David Lascelles in New York looks at stock market indices

Wall Street looks for better news

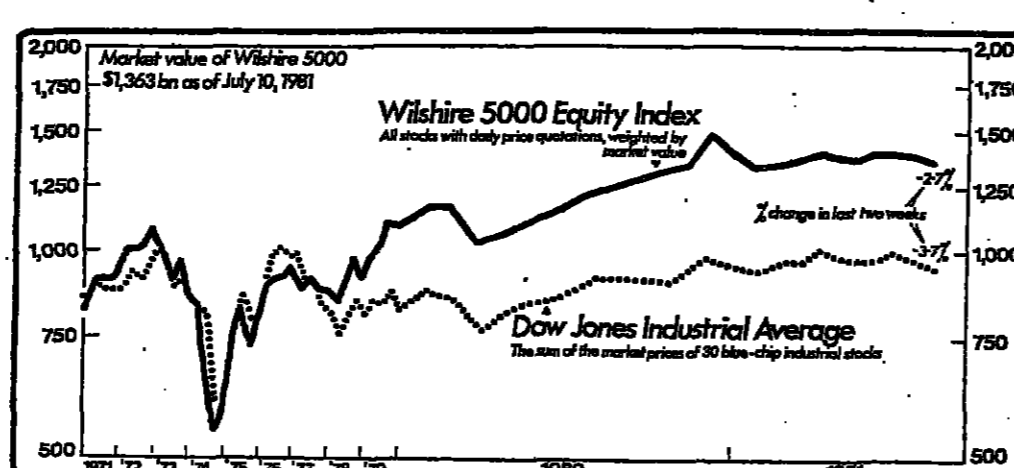
LIKE THE messenger in classical drama who brings bad news, the Dow Jones Industrial Average is distinctly Wall Street's least favourite person these days. The news it brings is of a weary stock market unable to heave itself out of a decade-old rut — and there is growing pressure to seek another, more reassuring messenger in its place.

More than eight years have passed since the Dow set a record high, and though it has come close to breaking new ground once or twice, it has always fallen back at the last moment. The progress of the Dow's chart over the past 12 months looks like a magnificent Alpine panorama — but one always heading for the valleys rather than the peaks.

This is all very dispiriting for investors who badly need encouragement, as well as for Wall Street itself for whom a buoyant Dow is worth a million advertisements for the broking industry.

But is the Dow telling the true story of the stock market? A lot of people think not. They maintain that because it is made up of 30 blue chip industrial companies in mature businesses, it fails to reflect the dynamism to be found elsewhere in the market and that investor confidence is being unnecessarily damaged as a result.

This contention is borne out to some extent by the performance of other market indices,



like the Standard and Poors, and the various in-house indices of the stock markets themselves, which have generally done much better. Some even set new records during the bull market last year. The main reason is that their broader base enables them to take into account the much zipper performance of smaller U.S. companies.

By this token, the broader the index, the better — which may account for the growing popularity of the little known Wilshire Index. Several U.S. business magazines have started publishing it, and the Wall Street Journal plans to carry it when it becomes available on a daily basis.

The Wilshire is at present

calculated once a week and lists all known publicly traded U.S. stocks, more than 5,000 of them, weighted according to their capitalization. In fact, the index is extremely simple. All it does is record the total value of all traded securities. If the index stands at 1350, this means U.S. securities have a total value of \$1.35 trillion (million million).

Mr. Dennis Tito, the president of Wilshire Associates, the Californian firm which developed the index, claims that it is alone in reflecting "the total market". By contrast, the Dow represents only 16.5 per cent of the market, he says.

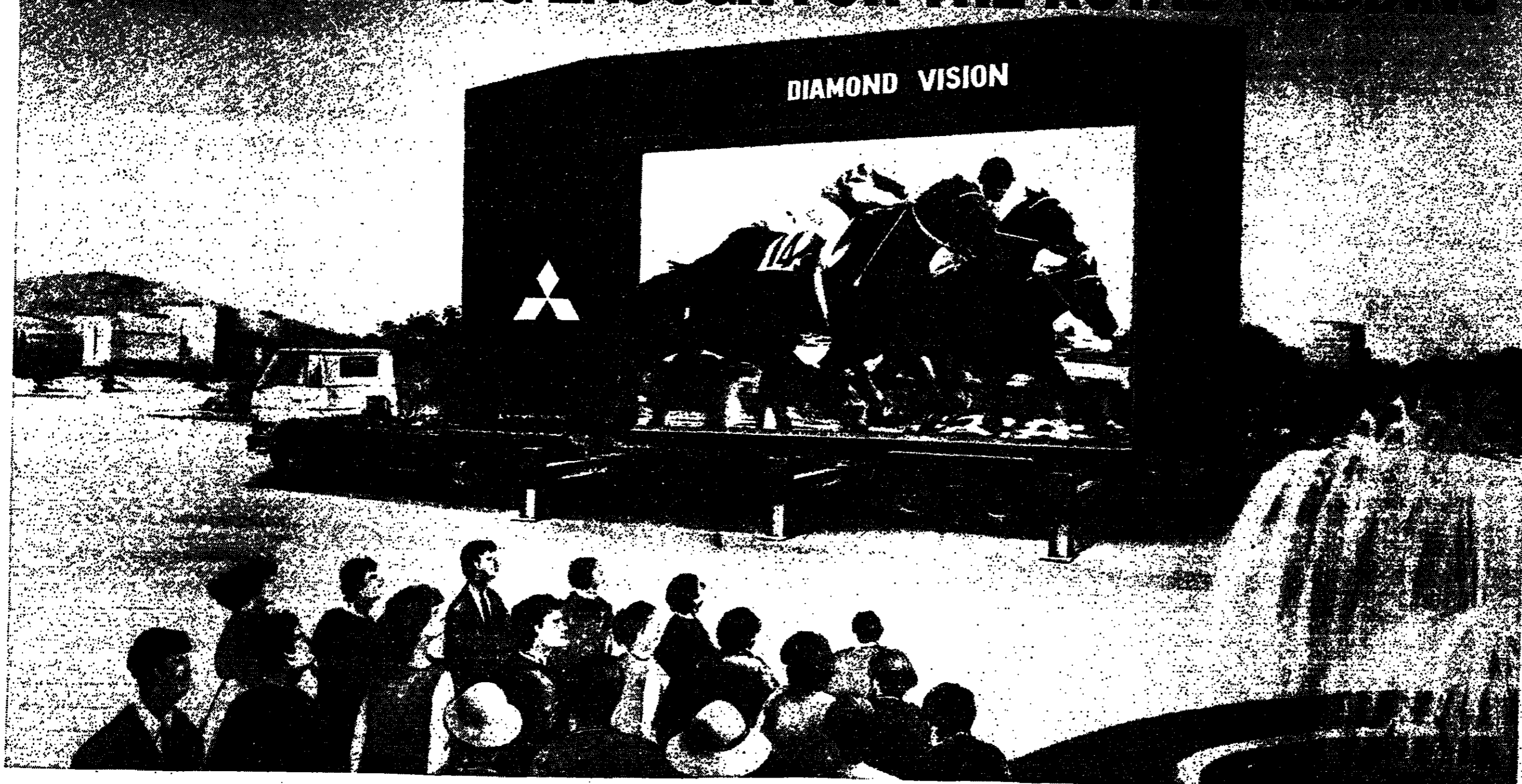
Not surprisingly, the Wilshire tells a happier story than the Dow, as the chart shows. It

echoes the Dow's movements and sometimes exaggerates them. But recently it has shown a markedly stronger upward bias, mainly because it measures the performance of high technology and small oil issues that have gone completely unnoticed by the Dow.

An increasing number of market analysts and investors keep an eye on the Wilshire, though still more for reference purposes than as a key to decision-making.

As one Wall Street market analyst put it: "Trends in the Dow can easily feed on themselves. The Dow doesn't just measure the market. It influences it, so you can't afford to ignore it. The Wilshire has none of that."

ONLY MITSUBISHI ELECTRIC COULD HAVE BEEN BIG ENOUGH FOR THE ROYAL WEDDING



July 29—tomorrow—sees the biggest TV event in the world this year.

At Caernarvon Castle.

For it's there that Mitsubishi Electric, in conjunction with the BBC, will be employing Europe's largest ever TV screen to transmit the Royal Wedding live to a grandstand audience of thousands at the Caernarvon celebrations.

It's called Diamond Vision. And the set's 18ft. by 24ft. picture is so perfect and sharp, even in daylight, as to be almost unbelievable. It's not a case of blowing up a standard TV picture 150 times. On the contrary, it has thousands of picture tubes in the screen, each controlling a portion of the overall image, which has been broken down and redistributed by computer—with perfect co-ordination and colour clarity.

What's more, the set's a portable—transported by two specially adapted articulated lorries.

Just imagine the applications this promises for events to come! Capable of being used at any outdoor events, sports, conferences, and exhibitions.

Bearing in mind the size and importance of tomorrow's occasion, and the Bridegroom's strong links with the people of

Wales, introducing Diamond Vision at this time was the most we could do.

DIAMOND VISION
BOW BELLS HOUSE,
BROAD STREET,
LONDON EC4
TEL. 01-248 3761

MITSUBISHI ELECTRIC

حکومت الكويت

WORLD TRADE NEWS

Japan holds talks in Tehran on Bandar Khomeini

BY RICHARD C. HANSON IN TOKYO

A JAPANESE business mission arrived in Tehran yesterday for a difficult round of talks with Iranian officials on Japan's tougher stance on the future of a suspended multibillion dollar petrochemical complex at Bandar Khomeini.

The group, led by Mr. Karoku Yamaguchi, president of the Japanese Chemical Development Corporation (JCDC), will meet with Mr. Hassan Sadat, acting Iranian Oil Minister and Mr. A. Ajallouh, president of the National Petrochemical Company.

The main backers of JCDC, led by the Mitsui group, decided in April to suspend all further payments to the joint venture company. They insisted that the Iranian side should be held responsible for costs resulting from suspension of work (and damage) since the Iran-Iraq war broke out last September.

Since that decision, JCDC has made one Y2.6bn payment on the interest due on loans from Japanese banks. Another instalment is due in August.

Norwegian group in £137m ship order

By Our Oslo Correspondent

SIG BERGSEN, the Norwegian shipping group, announced a major expansion of its gas carrying activities with a \$261m (£137m) order placed at a French yard.

It has signed a preliminary contract for four large liquefied petroleum gas (LPG) ammonia carriers with Chantiers Navals de la Ciotat, based near Marseilles.

The final deal for the vessels—each with capacity of 75,000 cubic metres—is expected to be signed in mid-September, once final credit details have been worked out with French banks.

The world's LPG fleet has been climbing steadily since the 1960s, and now totals nearly 6.5m cubic metres, according to latest figures from H. P. Drewry (Shipping Consultants).

Last month, a further 1.27m cubic metres of capacity was on order, nearly half of which was of vessels between 70,000 and 100,000 cubic metres.

For Bergesen itself, the four new ships will lift the size of its total fleet to 6m dead-weight tonnes. It said earlier this month that its bulk shipping and LPG activities were doing better than last year.

Bergesen already has two 75,000 cubic metre LPG/ammonia carriers under construction at Moss Rosenberg, a Norwegian yard. One of 30,000 cubic metres is also being built at Rosenberg Stavanger.

The first of the two ships from the French yard are due to be delivered in January and July of 1984, with the next two following in the same months of 1985.

At present, Bergesen has three large LPG/ammonia ships in its fleet. These are on long-term charters for major oil and chemical concerns.

Bergesen lifted its profits before tax in the first four months of this year to Nkr 106m (\$17.5m) from Nkr 81.2m in the same period of last year. For the full year, it said results should be better than in 1980, if nothing unexpected happened. Last year's pre-tax profit was around Nkr 200m, but this was after special adjustments and is not comparable with latest figures.

Dutch-S. Korea consortium in Saudi deal

BY CHARLES BATCHELOR IN AMSTERDAM

A DUTCH-South Korean consortium has been awarded a \$233m (£122m) contract to carry out dredging work at a petrochemical harbour extension in Al-Jubail, Saudi Arabia.

Adriaan Volker - Saudi Arabia, Bos Kalis Westminster Al Rashid and Dong-Ah Construction have been granted the contract by the Royal Commission, which controls the development of Jubail

and Yanbu, the two new Saudi industrial complexes.

The work consists of harbour dredging, land reclamation and containment for refined petroleum products tank farms covering about 172 hectares as well as the preparation of berths for petroleum and petrochemical tankers.

Work will begin as soon as possible and is expected to take three years, said Volker Stevin, the parent company

of Adriaan Volker-Saudi Arabia. The consulting engineers are Arabian Bechtel and Bechtel.

Adriaan Volker is the chief signatory of the contract. The two Dutch companies will carry out 35 per cent of the value of the contract with Adriaan Volker counting for more than half of this amount. Dong-Ah will supply masonry and build the breakwaters.

Adriaan Volker was the

main contractor on the first stage of the development of the harbour of Al-Jubail at a cost of £170m. Work on this stage started in 1975, and was completed in mid-1978. At that time, there were no plans for further expansion.

Reuter adds from Tokyo: Nippon Kokan said it and Ishikawajima-Harima Heavy Industries have won orders worth Y46.5bn (£108m) to supply equipment for a petrochemical complex being built

at Al-Jubail, Saudi Arabia. The contracts for ethylene, styrene, crude ethanol and chlorine production plants and related storage facilities were placed by Fluor Technical Services of the U.S. and the equipment will be shipped by June 1984.

Nippon Kokan's share of the contracts for the complex, organised jointly by Saudi Arabia's Basic Industries Corporation and Shell Oil of the U.S., is Y23bn.

Chicago Bridge wins \$320m Abu Dhabi contract

BY DAVID LASCELLES IN NEW YORK

CHICAGO Bridge and Iron, the large Illinois metals fabricating company, has won a \$320m (£168m) contract to build seven gas storage tanks at Abu Dhabi's new liquefaction plant and terminal on Das Island in the Gulf.

The terminal forms a key part of Abu Dhabi's plan to

collect and export natural gas. The architect and engineer is Kellogg International.

The contract is for three 80,000 cu m LNG storage tanks and four 50,000 cu m LPG tanks along with ancillary plant and services. The work, which is being handled by Chicago

Bridge's London-based subsidiary CBI Constructors, will start later this year with completion in 1985.

A CBI spokesman said the high cost of the project was due to need for expensive foundations because of the nature of the land on Das, and the require-

ment that the tanks be blast-proof.

The development is for Abu Dhabi Gas Liquefaction, a subsidiary of the Abu Dhabi National Oil Company.

Mary Frings adds from Bahrain: A turnkey power station contract worth BD 58m

(£81m) has been awarded in Bahrain to Brown Boveri of Mannheim, West Germany.

The contract is for construction of a second power station at Riffa with six gas turbine generators technically rated at 90.5 MW each. In Bahrain conditions, however, total generating capacity is put at 426 MW.

Lorne Barling reports on the importance of flexibility in the race for projects

GKN group shows need for versatility

A £10m Iraqi poultry plant contract, won last week by GKN Contractors, the GKN group's overseas project company, is small consolation for a recent disappointment over a narrowly lost \$87m foundry deal in East Germany, but illustrates that versatility has become vital in the race for international projects.

GKN Contractors has grown fast over the past decade, and been notably active in Eastern Europe, where it provided engineering services on the £250m Ursus tractor plant in Poland, and built a £40m forging plant at Ludwigsfelde, in East Germany. It has also undertaken metal-processing projects in the Soviet Union, Brazil, Zaire, and many developing countries.

Its success came about through bringing the technical expertise within the GKN group and offering it in foreign markets, mainly in the field of forging plants and motor industry components manufacture.

Recently the growth of the world's motor industry has provided a rapidly increasing market, particularly in Eastern Europe, where truck and tractor production has been a

priority. But economic problems in these countries have slowed development.

Although GKN Contractors is still bidding for a number of East European projects, it has also turned its attentions to growth areas, such as agro-industry work in developing countries. In Iraq, it has teamed up with Ross Poultry on contracts worth more than £30m and foresees considerable potential in this sector.

Although this is unlikely to replace its mainstream activities, the company has also been involved in airport construction, swamp reclamation, and a diversity of work, often as a spin-off from other contracts in particular countries.

Mr Bill Parsons, director and general manager, believes that the country's main strength lies in selling technology, and that British companies must ultimately succeed abroad through technical advances. In Iraq, Ross Poultry has provided the specialist expertise, while GKN Contractors has undertaken engineering and contracting work.

In the motor industry, the success of the GKN group's con-

stant velocity joints for front-wheel-drive cars led to the recent construction by GKN Contractors of two major factories in the U.S., costing about \$90m, where some 800,000 vehicle sets of joints will eventually be made each year.

These joints, a major technical advance for GKN, are being sold to Ford in the U.S. and other contracts are being negotiated. The plants, in North Carolina, were built in less than 20 months to meet the parent company's need for early production.

GKN's multi-discipline expertise was based originally on the group's know-how, but its own experience means that there is a two-way flow of information, particularly on ferrous and non-ferrous metal processing.

"Although we are not a manufacturing company ourselves, we have a wide range of specific skills, achieved through employing experts in a number of specific fields," Mr Parsons said.

"We are also wholly objective in the selection of technical answers and choice of equipment, since we have no other ties in that respect. The benefit

of that approach is an integrated, rather than piecemeal, solution."

In the past 12 years, since the company's formation, it has been involved in contracts worth more than \$1bn, mainly large turnkey projects, but, like other major contractors, it is concerned at the widespread decline in work.

The debt problems of developing countries have contributed to this, but the company is nevertheless attempting to maintain its pattern of exceptionally fast growth. But it admits this may be difficult in the short term.

Mr Parsons believes that the need for foundry and forging technology is fundamental to industrial growth, and points out that demand for forging plants has remained relatively strong. It is also an area where developing countries have little option but to buy technology from advanced nations.

GKN Contractors' approach to the use of advanced techniques in developing countries, unlike those who are in favour of intermediate technology, is exemplified by a recent deal

with Cosworth, the racing engine company.

The two concerned have developed and begun marketing a new process for aluminium alloy casting, which has a number of important advantages, such as greater accuracy and improved metal consistency.

Although complex, the process means lower capital costs, less finishing of the product, and reduced energy use, all of which are attractive to developing nations. But most important, the need for a number of craft skills has been engineered out of the system, and sophisticated machine shops and pattern-making skills are eliminated.

While the company believes that its expertise and performance is as good or better than that of its competitors, recent experience has shown that in recession the support of Government is essential in some contractual negotiations.

Although it believes the UK Government has improved its support in recent years, there are cases where high-level interest, such as that often displayed by the French Government, can tip the balance favourably.

Russia seeks Western bids for gas complex

BY DAVID SATTER IN MOSCOW

THE SOVIET Union is expressing renewed interest in development of its massive gas deposits in the Volga River area near Astrakhan and Western consortia have been asked to renew their bids for a processing complex worth \$1bn (£526m). The gas has a high sulphur content.

Mr L. Borodin, the First Secretary of the Astrakhan province, said in Pravda, the Communist Party newspaper, that the immediate task facing Soviet planners was to drill 50 wells in the field at a depth of 4,200 metres.

He said industrial exploitation of the Astrakhan field, one of the largest in the European sector, should be started in the present five-year plan because of the field's economic potential and its location near

Hoechst: concentrating efforts afresh in the face of rising oil prices



This orientation of the company towards scientifically and technologically promising fields is centred on three main areas: pharmaceuticals, crop protection and informatics.

This result confirms that the company's increased flexibility in the last few years has borne fruit.

Orientation towards scientifically and technologically promising fields

We have increasingly channelled our resources into research and capital expenditure in fields where we are less dependent on raw materials. Here we can best use our real potential, namely our technical and scientific skills.

New directions for a successful future

Research was further intensified. In 1980 we spent 1.3 billion DM.

One example of our successful research is the new antibiotic Claforan which immediately won a commanding position in the market.

Claforan combats effectively even bacteria which the existing antibiotics were powerless against.

We have improved the basis for a successful future by making substantial investments in capital expenditure. We invested almost 2 billion DM. This is the second-highest amount spent in the company's history. The financing of this expenditure was largely obtained from own resources.

At the same time we strengthened the financial stability of the company by increasing the equity by 672 million DM.

Distribution of dividend for the 1980 financial year

The stockholders' meeting on 15th June 1981 passed a resolution to pay a dividend of DM 7.- per share to the nominal value of DM 50.- for the 1980 financial year.

If you would like to know more about Hoechst and its activities in 1980, we shall be pleased to send you the English version of the company's annual report.

Name: _____
Occupation: _____
Address: _____

Hoechst UK Limited
Hoechst House,
Salisbury Road
Hounslow Middx TW4 6JH

Group Balance Sheet-31st December 1980 (abbreviated version)*

LIABILITIES	DM million	%	ASSETS	DM million	%
Stockholders' equity	5,527	27	Tangible and intangible assets	8,662	36
Long-term liabilities	8,491	35	Balance resulting from consolidation	181	1
Long-term capital	14,988	62	Investments	667	3
Accounts payable, trade	2,563	10	Fixed assets and investments	9,710	40
Short-term liabilities due to banks	2,421	10	Inventories	6,855	28
Miscellaneous liabilities	4,062	17	Receivables and other assets	6,273	26
Unappropriated retained earnings of Hoechst AG	289	1	Liquid assets	1,394	6
Short-term liabilities	9,344	35	Current assets	14,622	60
Total	24,332	100	Total	24,332	100

*The financial statements have been certified by the auditors.

Hoechst Group

	1980	1979
Group sales of which abroad	28,915	27,080
Expenditure on fixed assets of which abroad	20,632	18,159
Depreciation of fixed assets and write-offs of investments	1,918	1,635
Profit before taxes	1,558	1,498
Profit after taxes (Net income for the year)	1,520	1,750
Research expenses	556	650
Personnel expenses	1,301	1,142
Employees of which abroad	8,277	7,561
	Number	Number
	198,620	182,628
	85,946	83,216

1st Quarter 1981

	1st quarter 1981	1st quarter 1980	Quarterly average 1980	Changes compared with quarterly average 1980
Hoechst Group Sales	8,470	7,890	7,779	+13.3
Germany	2,520	2,540	2,516	+2.8
Abroad	5,950	5,350	5,163	+15.2
Hoechst AG (Parent company) Sales	3,081	3,038	2,791	+10.4
Germany	1,478	1,451	1,344	+9.8
Abroad	1,603	1,587	1,447	+10.9
Profit before taxes	212	314	226	+6.2
Employees	60,973	60,988		

Hoechst Aktiengesellschaft
D-6230 Frankfurt am Main 80

Hoechst

UK NEWS

The rugby forward who took coals to Newcastle and made himself a fortune

"I HAD always chased a will of the wisp, and now I've found it," says Mr Barrie Watters, founder of one of the most promising new companies in North East England. "I am putting into practice everything I learned in industry and love every minute of it."

The 40-year-old Welsh accountant, who looks as much at home on the rugby field as in the boardroom, is talking about Sendair, which designs and manufactures pneumatic coal-handling equipment. Most of its products are dense-phase conveyors, which move coal or ash by air pressure through pipes. Since its inception in March 1980 it has joined a small number of British companies with a world lead in this fast-growing spin-off of the revival of coal.

Mr Watters, with a 51 per cent stake in Sendair, is its chairman and joint managing director. It is his first fully independent business venture, and he is determined to succeed. He feels that his 18 years' experience as an accountant, group accountant and finance director in a series of sizeable engineering companies have been a preparation for the venture.

Hence also his refusal to be tempted by takeover approaches by some leading industrial groups and an approach which he interpreted as such from the National Enterprise Board. "I looked one visitor straight in

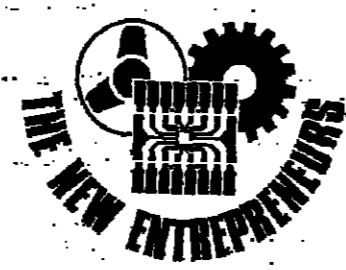
the eye and said that the price would be £8m," he says, adding that he had no intention of selling at any price.

Mr Watters started the business with £10,000 from the sale of part of his 12-acre garden. He put a three-year projection to Mr Ron Gibb, manager of Lloyds Bank at Hexham, Northumberland and within three weeks, the bank had agreed to give him capital backing.

Turnover, expected to be about £650,000 within three years, reached the target in the first year and Mr Watters expects the second year's turnover to be between £1.4m and £1.5m.

The company has also outgrown the 3,000 sq ft factory provided rent free, for two years by Washington New Town development authority on the Armstrong Industrial Estate. With the staff "due" to be increased from 17 to 28, the company is moving in August to a nearby 10,000 sq ft property and has an option on a further 17,000 sq ft.

To date, it has been asked to carry out more than 80 installations in places as far apart as Australia and South Africa. Its British customers read like a roll call of the national industry—from British Steel and the Coal Board, to Northern Engineering Industries, Lucas Aerospace and Talbot Motors. The biggest prizes he over-



MAURICE SAMUELSON meets Welsman Mr Barrie Watters, who sold part of his garden to start a business.

Now Mr Watters' company, Sendair, based in the North East, does business all over the world and is set for an ambitious programme of expansion.

Last week, Sendair won a contract to transfer coal from the dockside on to four new coal-burning cars carriers at Gladstone, Queensland. This is the first time that coal has been loaded on to ships in this way and the plant will shift 1,800 tonnes in 22 hours.



Sendair chairman Barrie Watters (right), with directors (from left) Maurice Tennick, Jim Goodman and Bob Stewart.

It was certainly one of the oddest cases of sending coals to Newcastle.

Anticipating a lot more business in Australia, Mr Watters has set up a local subsidiary company, to be run by Mr Bob Stewart, one of his three co-directors. In South Africa, a joint venture company is to be set up with CWP Pty.

Mr Watters says he is also being "invited" into the U.S. Western Europe and Scandinavia. But for the time being he prefers to allocate distribution for UK-made plant rather than manufacture locally.

himself on ruthlessly keeping down the prices of the engineering companies who supply parts for the "dense phase" conveyors.

He works a six and a-half day week, arriving at 9 a.m. and sometimes not leaving until after midnight. He unwinds while driving home over the Northumberland hills to Hexham, where he lives with his wife and two young children.

As he is a former wing forward—he played rugby for Hull University—he gives equal praise to his team, led by the three young engineers, with whom he started the business. Mr Jim Goodman, joint managing director, and Mr Bob Stewart, and Mr Maurice Tennick, Mr Goodman, at 43, the oldest of the quartet, holds 25 per cent of the shares; Mr Stewart and Mr Tennick 12 per cent each.

They all left a now defunct engineering concern, called Polymation in frustration at its reluctance to make what they knew would be a successful bid to enter the coal equipment market.

What made them all the more restless was that two other Polymation men, Mr Mike Crawley and Mr Brian Snowden, had left Polymation seven years previously in similar circumstances. They had set up the Doncaster-based Macaw Engineering company which had grabbed a world lead in

dense-phase conveyor equipment and has a turnover of about £5m.

Mr Watters and his colleagues say that anything Macaw can do, they can do better and cheaper. They claimed to have proved this by the number of contracts won in their first year and a half by the fact that they were often in direct competition. However, they have sufficient respect for Macaw to be wary of a possible counter-attack on prices.

Although a Welshman in his finger tips, Mr Watters also regards himself as "an adopted Geordie," and insists that whatever the future holds, Sendair will remain based in the North East.

He sings the praises of the 14 young draftsmen—he has recruited—all of whom were previously redundant.

He adds, however, that "the Geordie suffers from a Jarrold March syndrome" (a reference to the 1936 unemployment march from the North East to London). "He has a chip on his shoulder and is too introverted to put his case. Why else should the steel industry have been built in Wales after the war, instead of in the North East, which is so much nearer to the iron ore of Scandinavia?"

Big rise in high earners on Bank of England staff

BY DAVID MARSH

THE BANK of England, which has called for negligible wage rises in coming years to restore the competitiveness of British goods, registered a seven-fold increase in the number of employees earning over £30,000 last year.

The Bank's annual report and accounts for the year ended February 28, published yesterday, show that the total wage and salary bill rose by 15 per cent last year to £50.7m despite a cut of 1,000 in average numbers of staff to 6,350.

Average earnings per employee (not including directors, but including part-time staff) rose to about £7,980, up 33 per cent from

about £6,000 in the previous year.

The number of employees earning more than £30,000 during the year rose to 65 from nine in the previous year. This does not include five directors (including the governor, whose emoluments were unchanged at £51,980) earning more than £35,000.

The number of employees earning over £20,000 rose to 239 from 98.

The large wage rises last year reflected big "catch-up" awards dating from 1979 as well as the general pay increase of 17 per cent. This year the Bank's staff have accepted a pay rise of 7.5 per cent, and maintain

that salaries are again lagging behind those paid by the clearing banks.

The Bank pointed out last night that its plea for "negligible" wage awards—made in its quarterly bulletin last month—stated that larger increases were allowable when workers registered productivity gains. By cutting more than a sixth of its staff during the last two years, the Bank considers it has made strides in this direction.

The banking department of the Bank turned in an operating profit of £62.6m for the year, more than double the figure for 1979-80, partly reflecting higher interest receipts on bills. Government securities and advances.

Lord Widgery dies at 70

LORD WIDGERY, the Lord Chief Justice from 1971 until 1980, has died at his London home, two days after his 70th birthday.

Poor health had forced Lord Widgery, a native of South Molton, Devon, to take an early retirement. He leaves a widow.

A former solicitor who became a barrister in 1946, Lord Widgery conducted the inquiry into the events of "Bloody Sunday" in Northern Ireland, when paratroopers opened fire on civilians.

Lord Widgery gave the appearance of being a stern, intractable judge, yet was reputed to be a witty man in private life.

He showed no mercy in dealing with the Kray brothers and dealt severely with the Great Train Robbers and the South London Richardson gang. But he also showed his compassionate side when he quashed the sentences on three young editors of Oz magazine.

Drastic cut in number of loans made by Housing Corporation

BY MICHAEL CASSELL

GOVERNMENT-IMPOSED cash limits led to a drastic reduction in the number of loans approved last year by the Housing Corporation for new housing and rehabilitation schemes.

The corporation's approved loans for only 5,073 new homes during the financial year ending in March, compared with 19,526 loans in the previous 12 months according to its annual report published yesterday. Loans for the modernisation of an additional 10,193 properties, compared with 21,843 in the year before, brought the total approved to 15,256 against 41,369 in 1979-80.

The year was, however, a good one for completions, reflecting previously higher spending levels. The corporation said that 31,338 properties were either completed or improved during the year against 24,601 in the previous 12-month period.

Mr Hugh Cubitt, chairman of the corporation, said that strict

cash limits had made it impossible to pay both for existing commitments and for the continuation of a new programme on the scale of previous years. He added: "To pay for work in hand, we have needed to limit the level of new commitments. It has been a bumper year for completions and that means new or improved homes for people who need them but a comparatively lean one for starting new schemes."

The corporation—which recorded a pre-tax surplus of £53.7m and has been restructuring its operations following criticism of its activities—says it has made further progress in tightening up controls for the 3,068 housing associations registered with it.

Last week, the House of Commons Committee of Public Accounts said it remained concerned that steps taken by the corporation to ensure accountability for public money and to expose any private interests

on the part of those involved in housing association work had been taken only gradually.

A committee report emphasised the importance of ensuring that officials and employees of housing associations followed the "high standards of conduct and probity expected of those who deal with public funds."

The committee said it hoped that the corporation's standard of supervision of association activities would "render it free from attempted exploitation in future."

The corporation's report says that changes due to be introduced in the current year will make its supervisory techniques more effective. It intends to step up the number of monitoring visits which it makes to housing associations.

The changes are aimed at eliminating any "serious weaknesses or misconduct" within associations and ensuring that those receiving public funds are scrutinised every two years.

For sale!

In a romantic and scenic setting half an hour's travel from Edinburgh, a superb detached, semi-detached, cottage, embankment, sea view, modernisation, heating, interests essential.

The property is Inchkeith Island, smack in the middle of the Firth of Forth between Edinburgh's Leith Harbour and the Fife Coast, which has been offered for sale by the Northern Lighthouse Board. The lighthouse itself, a splendid clockwork operated beacon, rotating around a paraffin lamp which produces a beam visible for 21 miles, is not for sale, writes Mark Meredith.

The lighthouse is being automated and in three years will no longer require the three-man crew brought in from Edinburgh by helicopter. The principal lighthouse keeper, Mr Robert Duffie, says he will miss the island although some of his associates find it insufficiently far away from home.

The lighthousekeeper's cottage is the only habitable building on Inchkeith and would be leased back by the board until automation is complete.

Kenneth Ryden and Partners, estate agents, have narrowed down three or four offers from 12, would-be buyers for the board to consider. Offers are thought to range from £20,000 to about £50,000.

Gory tales

The new owner of this triangular shaped island, a mile long and about a mile across at its widest point, will be able to tell his guests with gory tales of past battles, of the time when the island was used as a hospital for plague victims in the 15th century, or perfidious tales of past shipwrecks. A stone commemorates a visit by Mary Queen of Scots in 1564.

The new owner must be a fairly durable romantic, to face the bracing weather on the island, exposed to the North-east winds howling down the Firth. Forcible gales can also make counting by boat a sorry pleasure. Apart from having to move into a derelict building until the lighthouse cottage is free, the buyer will need to adjust the lighthouse foghorn, lifting him out of his chair with two 3.5 second blasts every 30 seconds.

The permanent radio navigation beacon, which is strong enough to break into telephone conversations, also interferes with radio reception.

But on the plus-side, the island has considerable crop-growing potential.

Newman appeal case judgment begins

BY RAYMOND HUGHES, LAW COURTS CORRESPONDENT

THE COURT OF APPEAL yesterday began giving judgment on the appeal by two former executives of Newman Industries against a High Court decision that they conspired to damage the company.

Mr Alan Bartlett and Mr John Laughton, who were Newman's chairman and vice-chairman, had been sued by Prudential Assurance Company on behalf of Newman shareholders. They were ordered to pay Newman damages, which have yet to be

assessed. The judgment, one of the longest ever in the UK courts, is not expected to finish until Thursday.

The case hinges on a 1975 agreement under which Newman bought a package of assets and liabilities from Thomas Pool and Gladstone China, of which Mr Bartlett and Mr Newman were chairman and vice-chairman, for £325,000. The package was said to have been substantially over-valued

on the basis of false information provided to accountants by the two men.

In the High Court in February last year, Mr Justice Vinelott held that Newman had been induced to approve the agreement by a deliberately misleading circular from Mr Bartlett and Mr Laughton.

When the appeal began in March, Mr Bartlett contended there was insufficient evidence to support the conspiracy finding.

BICC to shed another 213 jobs

BRITISH Insulated Callendar Cable is to cut another 213 jobs in the next 18 months in the wire mill division of its Prescott factory on north Merseyside. It will leave a labour force of 313.

The company is to carry out a modernisation scheme including the reorganisation of the division and certain work now done there will be transferred.

Oxfam's income rises above £15.6m

OXFAM, which claims to be Britain's biggest overseas aid agency, handled £22.68m during its financial year to last April.

Oxfam's own income exceeded £15.6m, compared with £12.1m in the previous year. It also handled £7m on behalf of the 30 non-governmental agencies that made up the "Kampuchea consortium."

Tobacco dearer

IMPERIAL TOBACCO's cigarette prices are to go up by between 3p and 4p a packet from August 5, with a further increase likely in early September.

Matthew Clark

MATTHEW CLARK, the wines and spirits shipper, is giving up the agency for Louis Eschenauer Bordeaux wines. The name of the producer was misspelled in the issue of July 17.

Court to hear Salem ruling appeal

BY RAYMOND HUGHES, LAW COURTS CORRESPONDENT

UNCERTAINTY ABOUT the liabilities marine underwriters face as a result of maritime frauds will persist until a final court ruling has been made on the insurance claim on the cargo of the tanker Salem, the Court of Appeal was told yesterday.

The court agreed to expedite an appeal by insurers against a Commercial Court ruling on April 9 that the Salem's cargo of 186,000 tonnes of crude oil had been lost as a result of a peril against which the cargo owners, Shell International Petroleum, had been insured.

The appeal will be heard some time between late November and early January. It will then go to the House of Lords.

The Salem was scuttled off the West African coast after secretly off-loading the bulk of its cargo in South Africa.

Mr Justice Mustill held in the Commercial Court that the loss was a "taking at sea" covered by Shell's insurance.

Shell had already recovered \$30.5m (£16.4m) of the \$66m (£30.1m) cargo value from the South African official oil purchasing agency. The balance of its claim is shared among the 69 Lloyd's syndicates and 29 insurance companies that covered the

time between late November and early January. It will then go to the House of Lords.

The Salem was scuttled off the West African coast after secretly off-loading the bulk of its cargo in South Africa.

Mr Justice Mustill held in the Commercial Court that the loss was a "taking at sea" covered by Shell's insurance.

Shell had already recovered \$30.5m (£16.4m) of the \$66m (£30.1m) cargo value from the South African official oil purchasing agency. The balance of its claim is shared among the 69 Lloyd's syndicates and 29 insurance companies that covered the

time between late November and early January. It will then go to the House of Lords.

The Salem was scuttled off the West African coast after secretly off-loading the bulk of its cargo in South Africa.

Mr Justice Mustill held in the Commercial Court that the loss was a "taking at sea" covered by Shell's insurance.

Shell had already recovered \$30.5m (£16.4m) of the \$66m (£30.1m) cargo value from the South African official oil purchasing agency. The balance of its claim is shared among the 69 Lloyd's syndicates and 29 insurance companies that covered the

time between late November and early January. It will then go to the House of Lords.

The Salem was scuttled off the West African coast after secretly off-loading the bulk of its cargo in South Africa.

Mr Justice Mustill held in the Commercial Court that the loss was a "taking at sea" covered by Shell's insurance.

Shell had already recovered \$30.5m (£16.4m) of the \$66m (£30.1m) cargo value from the South African official oil purchasing agency. The balance of its claim is shared among the 69 Lloyd's syndicates and 29 insurance companies that covered the

time between late November and early January. It will then go to the House of Lords.

The Salem was scuttled off the West African coast after secretly off-loading the bulk of its cargo in South Africa.

Mr Justice Mustill held in the Commercial Court that the loss was a "taking at sea" covered by Shell's insurance.

Shell had already recovered \$30.5m (£16.4m) of the \$66m (£30.1m) cargo value from the South African official oil purchasing agency. The balance of its claim is shared among the 69 Lloyd's syndicates and 29 insurance companies that covered the

time between late November and early January. It will then go to the House of Lords.

The Salem was scuttled off the West African coast after secretly off-loading the bulk of its cargo in South Africa.

Mr Justice Mustill held in the Commercial Court that the loss was a "taking at sea" covered by Shell's insurance.

Shell had already recovered \$30.5m (£16.4m) of the \$66m (£30.1m) cargo value from the South African official oil purchasing agency. The balance of its claim is shared among the 69 Lloyd's syndicates and 29 insurance companies that covered the

time between late November and early January. It will then go to the House of Lords.

The Salem was scuttled off the West African coast after secretly off-loading the bulk of its cargo in South Africa.

Mr Justice Mustill held in the Commercial Court that the loss was a "taking at sea" covered by Shell's insurance.

Shell had already recovered \$30.5m (£16.4m) of the \$66m (£30.1m) cargo value from the South African official oil purchasing agency. The balance of its claim is shared among the 69 Lloyd's syndicates and 29 insurance companies that covered the

Bankers predict recovery of sterling

BY PETER RIDDELL

STERLING should recover to around \$2.00 by the end of this year, according to a survey of 450 bankers, company treasurers and economists in the latest Amex Bank Review.

The review, produced by the American Express Bank, expresses the belief that the dollar will weaken, interest rates drop substantially except

in the UK, and inflation rates rise in the UK and West Germany.

About two-fifths of the answers came from people in the UK.

Sterling is projected to remain about \$2.00 until about the middle of next year. Less than a tenth of those surveyed expect a rate below \$1.90 by

mid-1982.

An Amex comments that this optimism is perhaps a little surprising since the main supports for sterling now look much weaker. However, declining interest rates in the U.S. and in West Germany, with UK rates remaining unchanged at 12 to 13 per cent, could sustain the pound.

Money-losing pits provide NCB's most sensitive problem

BY MARTIN DICKSON, ENERGY CORRESPONDENT

ONE of the most important and sensitive issues facing the National Coal Board in the next few years is the rate at which it closes its oldest, most heavily losing pits.

This point was underlined afresh yesterday when the NCB presented its annual report for 1980-81, which shows how the operating profits made by the best deep mines are turned into an overall loss by its worst.

The NCB is in the throes of a painful transformation. A large capital investment programme, totalling nearly £3bn since 1974, is giving it some of Europe's most productive and profitable collieries.

But it is keeping alive a "tail" of elderly, unprofitable pits which both push up average price of coal and pull down NCB profits, this year into the

red.

The problems of getting rid of this tail were underlined in February when the NCB, facing Government financial pressures, issued a list of 23 collieries it planned to close.

After unofficial miners' strikes and the threat of a national stoppage, the Government agreed to give the NCB more cash—£231m, it eventually transpired—to help keep the pits open.

The NCB's financial problems last year of course stemmed in large measure from the recession.

NCB production rose to 126.6m tonnes, 3m tonnes more than in 1979-80. Its sales dropped by 7.4m tonnes, to 117.7m tonnes, leaving 9m tonnes, worth more than £300m, to be added to the board's stock-

piles.

Against this grim background, it is some achievement that NCB results were not worse than they turned out. It had an operating loss of £134.9m on deep mines (133.2m in 1979-80) but this was more than offset by £156.5m profit, £110m the previous year, on opencast pits, mined under contract.

The overall trading profit was £69m, plus Government grants of £149m. Interest payments of £256m—many from the big investment programme, and extraordinary items saw this turn into an overall loss of nearly £58m. The previous year it broke even.

The depressing effects of the "tail" can be seen more clearly by examining the £134.9m loss on underground mines, for this

figure hides immense regional variations.

The most profitable area, North Derbyshire, made a profit of £60.7m last year. The worst, South Wales, with many "tail" pits, lost £72.5m, with a £9.44 for every tonne mined.

How long can the NCB keep open pits which have such large losses? The answer depends partly on the outlook for coal demand, partly on the level of Government financial assistance; and partly on NCB success in local negotiations with the National Union of Mineworkers over colliery closures.

The outlook for coal demand is not particularly rosy. The NCB expects sales to rise to 120m-121m tonnes this year, 4m more than 1980-81, but demand in the UK is static.

The only growth areas is exports, where NCB makes little or no money because of the need to keep prices aligned to international competition.

With production about 125m tonnes this year, the NCB may have to all a further 4m to 5m tonnes to its stocks, leaving cash tied up unproductively.

Against this background Sir Derek Ezra, NCB chairman, acknowledged yesterday that the board would find it "tough" to meet financial objectives this year, despite the extra £231m in external finance agreed by the Government after February's showdown with the miners.

Be added that if the NCB was "knocked off course for any reason, it could have a serious adverse impact on our current performance and profita-

مركز الأخبار

ABBE NATIONAL

Jobs package 'not just short-term'

BY IVOR OWEN

STEPS WILL be taken to ensure that wherever possible the new measures being introduced to relieve unemployment provide lasting benefit to the economy, the Prime Minister told the Commons last night when she replied to the Opposition motion of "no confidence" in the Government's economic and social policies.

Mr Michael Foot, the Opposition leader, described the new unemployment package as "derisory" and warned that without a radical change in Government policy Britain would face mass unemployment in the 1980s on an even more damaging scale than in the 1920s.

His call for a "U-turn of gigantic proportions" was swept aside by Mrs Thatcher who claimed that the programme for reflation adopted last week by the Labour Party and TUC was a certain recipe for a return to hyperinflation and, eventually, even higher unemployment.

Mr Foot emphasised that the extension of the job release scheme announced by the Prime Minister was a "U-turn" in itself, while other Labour MPs repeatedly reminded her of Conservative promises to provide "real jobs" when similar palliatives were introduced by the last Labour Government.

Ignoring Labour jeers, the Prime Minister insisted that there were already signs that the Government's policy of tackling Britain's economic problems—particularly lack of competitiveness—at their roots was succeeding.

She instanced the level of investment which, contrary to what was usually thought, was about the same in real terms in 1980 as it was in 1975.

"Even more important than that, investment in plant and machinery, which is most



Foot: Package "derisory"



Thatcher: benefits coming

closely connected to productivity, has shown a dramatic rise (30 to 40 per cent) compared with 1975."

Mrs Thatcher cited the decision by Hewlett Packard of California to establish a second manufacturing base in the UK as an example of the attractions which Britain offered.

She said the company had spoken of Britain having the best combination of financial, market and infrastructure provisions for their project.

But the Prime Minister stressed that governments alone did not make economic recoveries—individuals and companies did that.

"What the Government can do is ensure that conditions are such that companies can take advantage of the expansion as it comes."

"We would not have been able to do so, unless we had tackled our problems at their roots. The examples I have just quoted show that the benefits of

that approach are starting to come through."

Referring to the recent rioting in inner city areas in London, Liverpool and other centres the Prime Minister emphasised that the disturbances did not seem to have had the same origin.

While awaiting the report to be made by Lord Scarman she thought it worth pointing out that such disorders were not unique to Britain in Western Europe. They had occurred in recent weeks in Switzerland, Holland and West Berlin.

Mrs Thatcher contended that, faced with disturbances on such a scale, it had been right for the Government to take a fresh look at the problem of the inner cities and in particular to see whether the large sums of money already being spent on them were being used in the best way.

This task was now being undertaken in Liverpool by Mr Michael Heseltine, the Environment Secretary.

To Tory cheers the Prime Minister claimed: "I believe that the public generally regards the Government's balanced reaction of determination to maintain law and order and a readiness to look constructively at the underlying problems as the right response to the situation."

The Prime Minister was adamant that the Government was right to hold to its view that the first step to a stronger economy must be to reduce inflation.

She declared: "That is not some minority doctrinal obsession, pursued blindly for its own sake, but a necessary precondition for our economic recovery."

She pointed out that the Government was allowing for growth in the money supply which could provide 8 per cent additional output.

"If pay and price increases are modest, there will still be room for some growth and for some new jobs."

"Our task must therefore be to divert the increase of money supply away from price and wage increases and into growth and more jobs."

The Prime Minister maintained that the Opposition leader's call for reflation bore no relation whatever to the basic problem of the British economy—lack of competitiveness.

"Governments cannot spend their way to prescribed targets for output and employment. At a time of inflation that cannot work."

Mr David Steel, the Liberal leader, argued that in the absence of a price and incomes policy the Government was using unemployment as its only weapon in that particular area of the battle against inflation.

Editorial comment, Page 14

With one bound the heroine was free

THE BUILD-UP to yesterday's big debate in the Commons strongly resembled the old silent movie series starring Pearl White in the Perils of Pauline.

The beautiful heroine was left hanging from the cliff edge by her finger nails or strapped to a railway line with the locomotive hurtling towards her.

How on earth would she get out of this one?

In the event, of course, she always made it to safety—even if the methods by which she did so were highly dubious.

Yesterday in the Commons these time-honoured traditions were followed as the Prime Minister sat down to a roar of enthusiasm from her back benches at the end of a vigorous and confident opening speech.

As they used to say in the old scripts with one bound she leapt free.

Well, for the time being, at any rate.

"We are already seeing signs of success," declared Mrs Thatcher.

There were indications that the Government's policy was working even in advance of an upturn in the world economy.

In fact she came dangerously near to overdoing it as she rattled off a long list of the achievements of companies operating in Britain.

At times it sounded like the annual report of Success (GB) Limited 1981 rather than an account of an economy facing a possible 3 million unemployed.

There was one intriguing sentence from the Prime Minister when she accused the opposition of the Government's strategy as being the real minority.

"Obsessed with doctrinal delusions," she said.

A crafty sideswipe at the Wets in the Cabinet perhaps?

Scornfully she dismissed the recipe of Mr Michael Foot, Leader of the Opposition, as a "policy of massive reflation."

(Unrepentant shouts of "Here Here" from some Labour enthusiasts.)

According to Mrs Thatcher, poor old Michael could do nothing right.

In the big debate on unemployment a month ago she criticised him for levity. Yesterday she begrudgingly admitted that he had mastered the economic facts, but argued that he was no more credible when he was being serious than when he made a lighthearted speech.

She was undoubtedly right, however, when she described Mr Foot's speech as "different."

For one thing, he was working from a typescript, an unheard-of act for the master of the impromptu performance. Apparently scared off by charges of frivolity in last month's debate, Mr Foot left out most of the jokes on this occasion.

One such attempt backfired badly when he tangled himself in a metaphor accusing the Prime Minister of "looking for whole flocks of scapegoats."

The result was a somewhat plodding performance which evoked little enthusiasm from the Opposition benches as Mr Foot resumed his seat.

As for the Social Democrats and the Liberals, they continued to put down a "plague on both your houses" amendment voicing no confidence in either major party.

According to Mr David Steel, Liberal leader, the result of the debate was a foregone conclusion bearing no relation to the real issues which people were talking about in the country in the wake of Warrington.

John Hunt Parliamentary Correspondent

Tax staff first to reject new Civil Service offer

BY PHILIP BASSETT, LABOUR STAFF

TAX OFFICE staff yesterday rejected the first union offer to the Government's improved pay offer to the Civil Service. However, the result is against the trend of the voting of the major unions, which indicates that the 20-week-old pay dispute is likely to be called off this week.

The final vote of the Inland Revenue Staff Federation, after 73 branch consultative meetings on the revised offer, was 17,501 (47.5 per cent) for acceptance, and 19,344 (52.5 per cent) for rejection.

The union, in common with all but two in the Civil Service, put no recommendation on the offer, which gives a 7.1 per cent pay increase for this year, and offers negotiations for 1982 without pre-set cash limits and supported by access to qualified arbitration, and an independent pay inquiry.

Though the IRSF voting is lower than in its previous round of consultative meetings, the union estimates that perhaps a fifth of its 65,000-strong membership may now be on holiday.

Mr Tony Christopher, IRSF general secretary, said that by any test a vote such as the IRSF's would carry any normal employer, coming as it did after 20 weeks of industrial action and in particular coming from a "bulwark of responsible trade unionism."

He said the Civil Service dispute was "the most unnecessary one in recent times." It could have been avoided last autumn, when the old system of pay comparability was suspended.

Mr Christopher and other union leaders making up the Council of Civil Service Unions' policy committee will today study the voting so far. The voting is giving an increasingly definite indication that the strikes will have to be called off at Thursday's meeting of union leaders.

Final available voting figures yesterday for the Service's largest union, the Civil and Public Services Association, were 21,995 (66 per cent) in favour of the offer, with 11,219 (33 per cent) against. Voting in the second-largest union, the Society of Civil and Public Servants, was running at 6,840 (52 per cent) in favour, and 6,517 (48 per cent) against.

The Institution of Professional Civil Servants' voting is running at about 4:1 for acceptance, and the section executive committee of the Civil Service Union meet in London this afternoon to decide whether to follow suit.

The unions may not need to call a full meeting of the CCUSU on Thursday to take a decision on the future of the industrial action, based on the voting. If, as seems likely, the voting is clear enough, then the Council's major policy committee may take the final decision.

'Quit EEC' call likely by TUC

BY JOHN LLOYD, LABOUR CORRESPONDENT

SENIOR union leaders believe that the TUC will make a firm commitment at its Congress in early September to withdraw from the European Community.

A number of motions have been received by the TUC calling for total withdrawal, including one from the largest affiliated union, the Transport and General Workers.

A motion calling for the Government to start negotiations on the withdrawal of Britain from the EEC, moved by the Association of Scientific, Technical and Managerial Staffs, was defeated at last year's congress on a card vote by 5.6m to 5.38m, a majority of only 231,000.

Since then, two unions—the 900,000-plus General and Municipal Workers Union and the 180,000-strong National Union of Railwaymen—have voted at their annual conferences for complete withdrawal.

The decision would bring the unions into line with the official policy of the Labour Party, which yesterday formally launched its proposals for withdrawal. However, it would conflict with the recently-stated views of several union leaders.

And it would sit uneasily with a study, now being undertaken by the TUC's economic committee to examine the scope for radical amendments to the Treaty of Rome in order to shift the Community's activities towards industrial and social policies.

Sir Raymond Pennock, president of the CBI told a meeting of the National Economic Development Council earlier this month that the importance of the EEC to the British economy should be emphasised. This

view was supported at the meeting by Mr David Bannett, general secretary of the GIMU and Mr Geoffrey Drake, general secretary of the National and Local Government Officers Association.

The proposed study of the EEC, endorsed by the General Council last week, is part of an initiative undertaken by the TUC to exert pressure for change on the Community in order to obtain budgetary reforms, and changes in economic, trade and industrial policies.

The TUC's present policy is for withdrawal only after conducting a referendum on the issue. Union officials believe that the proposed study could continue even after a withdrawal vote, on the ground that it is necessary to seek improvements while the UK remains a member.

Energy Department cover-ups claimed

BY MAURICE SAMUELSON

AN ATTACK on the Energy Department was launched yesterday by MPs who called it a "flabby entity." They accused its civil servants of slavishly covering up for Government ineffectiveness over energy conservation.

The outburst occurred at an end-of-session hearing of the parliamentary committee on energy which for the past few months has been taking evidence on conservation from industry and government departments.

Mr Ted Leadbitter (Lab, Hartlepool) accused Mr David Jones, deputy secretary of the Energy Department, of "wasting my parliamentary time" and of being primarily interested in the security of his job.

His department was a "flabby entity," Mr Leadbitter said.

Mr Jones had incurred MPs' wrath by refusing to comment on a confidential memo by another senior department official leaked to the Press earlier this year.

The memo, addressed to Mr David Howell, Energy Secretary, had said that spending cuts were causing "a sharp and visible contraction in the Government's conservation programme."

The committee said this flatly contradicted Mr Jones's own statement to them and challenged him to comment on it.

But he refused, taking shelter behind a recent White Paper curtailing what civil servants are allowed to say before select committees.

This is believed to be one of the first occasions on which a civil servant testifying to MPs has cited the White Paper, introduced under the present Government, as a reason for not answering a question.

Mr David Stoddart (Lab, Swindon), accused Mr Jones of being "either excessively loyal to the Secretary of State or excessively complacent about energy conservation."

He cited previous witnesses to the committee as complaining that to get Government action over conservation was "like fighting with a feather pillow—they don't know who to go to and the position is entirely unsatisfactory."

In reply to Mr Jones's claim that, thanks to its high prices policy Britain was ahead of the U.S. in conservation, Mr Stoddart said "depending on the prices mechanism in isolation is the lazy man's way of conservation."

MPs also said responsibility for energy conservation should be removed from the department and put in the hands of a specially created energy agency which would operate on lines similar to the Office of Fair Trading.

Mrs Jane Carter, head of the department's conservation division, said that would be a political decision "of grave moment."



LABOUR OF LOVE: Mr. Michael Foot greets 18 party members at Labour's Walworth Road headquarters at lunchtime yesterday at the end of their walk from Tolpuddle to London to raise £4,000 for party funds.

London crawls slowly towards the Big Day

CENTRAL LONDON traffic slowed even from its normal snail's pace yesterday as the capital went about its final preparations for Royal Wedding Day.

Even the sun managed to shine for the crowds making their gentle perambulations of the royal route to St. Paul's.

The cathedral and Buckingham Palace were the two most popular stopping points.

If the last-minute movements of the royals were meant to be discreet the flashing police lights, roaring motorcycles and circling security helicopters broadcast their presence loud enough for all to notice.

The muted brown of the Rover car stuck in the traffic of Ludgate Hill was self-effacing enough, but the sweating police trying to clear a way suggested that this was no ordinary commuter.

"Oooh! It's Prince Andrew," went up the cry.

"Yes, Charles is already inside," came the response.

By Wednesday the City police will probably have moved the crush of coaches, cars, buses and bicycles from the cathedral surrounds, but some No. 11 bus passengers seemed by the looks on their faces to have doubts.

Shrewder Londoners dived for the tubes.

The main additions to the decor of the route so far seem to be barriers, bunting and buskers.

The barriers are firmly set

the ribbons.

The buskers are doubtless the forward contingent of the army of street sellers.

If the Blackfriars cellist and the St Paul's folk group are any guide the crowds are in for a

respondents place themselves in front of some recognisable bit of London and harangue their audiences in assorted languages.

Our own dear television companies are on a ratings collision course, with more than 200 cameras between them dotting the route.

"If a fly moves, anywhere, we'll see it," said a BBC man between gritted teeth.

American television audiences are getting wedding news daily over their rice crispies as the major channels move their breakfast shows to London.

Their thirst for material is adding to the stampede of camera crews around the capital.

For Londoners simply trying to go about their daily work the feeling is one of both frustration and excitement.

The City and you attempt an urban assault course, but the festive mood is difficult to avoid.

My own office has a view of St Paul's (the back, so don't all rush) and I am beginning to dread the exercise of simply reaching it over the next two days.

Arthur Sandles

The bunting has spread like some multicoloured ivy plant over building after building as the infection of wedding hysteria has taken hold. Here and there photographs of the royal couple peek from the ribbons.

SDP leaders rebuke dissident MP

By Elinor Goodman, Lobby Correspondent

MR MIKE THOMAS, the SDP MP for Newcastle East, was yesterday rebuked by two members of the SDP leadership for his call last week for at least 100 Liberal parliamentary candidates to make way for Social Democrats.

At its last meeting before the recess, the SDP steering committee agreed that whatever the Croydon by-election might have thrown up between the two parties, the overriding objective must be to make the alliance between the two parties work.

For this reason, it was made clear to Mr Thomas by both Mr Roy Jenkins and Mr Bill Rodgers that it was totally counter-productive to start laying down terms in public before the Liberal Assembly in the autumn.

Mr David Steel, the Liberal leader, will have to sell the idea of an alliance to his members, who are not universally happy with the idea of such close co-operation.

Lloyd's Bill

THE privately-promoted Lloyd's Bill yesterday went forward unopposed to the next session of Parliament. The Third Reading is scheduled for November.

Mersey docks pay talks soon

NEGOTIATIONS will start on Thursday between the Liverpool Port Employers' Association and the Transport and General Workers' Union to settle a dispute involving 3,500 Mersey dockers which has been deadlocked for three months.

Mr Ken Gill, general secretary of TASS, said the merger would mean "the lining up of a union representing craft workers with a staff union."

TASS plans to increase its 200,000-strong membership through acquisitions of small unions, particularly those representing craft workers.

In common with trends in

Tory group blames unions over jobless

BY JOHN LLOYD, LABOUR CORRESPONDENT

FURTHER CURBS on trade union power, together with cuts in social security benefits, are called for in a pamphlet published yesterday by the Right-wing Conservative Selsdon Group.

The pamphlet, by Professor Patrick Minford of Liverpool University, argues that "work suggests that union power over the past two decades is responsible for as much as 1m of current unemployment. It also suggests that every 10 per cent rise in real social security benefits to the unemployed raises unemployment by some 1m."

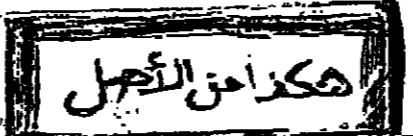
Professor Minford says that unions use their monopoly power to mark up wages by about 25 per cent over minimum levels. Unions behave with "perfect rationality" in doing so, and the responsibility for setting the minimum wage rests with Government.

"If the Government sets a minimum wage, to be paid to people regardless of market conditions, then excess supply of labour at this minimum wage will not be eliminated... much of it will be registered as 'unemployed' the rest of it will be 'underemployed'."

Professor Minford recommends that the Government should:

- Curtail "and over a period eliminate" the ability of unions to raise relative wages.
- Cut social security in real terms.
- Lower the marginal rates of tax, especially at the lower end of the scale.
- Free the housing market.

He concludes: "In the next three years this Government still has the opportunity to make good progress... it is now up to Ministers to turn their attention to 'unemployment' and find the courage to make the labour market work properly, the other [that is, making] major task they were elected to perform."



When we started,
all that stood between us and the oil
Britain desperately needed
was 600 feet of wild, stormy sea,
two miles of solid rock
and a 150 million year old mystery.

Hunting North Sea oilfields is detection on the grand scale: a search which has so far cost Shell several hundred million pounds.

What makes it so expensive is that the clues to their whereabouts are hidden under two miles of ocean-covered rock.

Our story begins at a time when giant dinosaurs like brontosaurus were roaming Europe, and leather-winged pterodactyls dived for fish in the North Sea which, unlikely as it may sound, was a tropical marine paradise.

(50 million years earlier it had been part of a red, burning desert; 100 million years before that, the vast swamp that laid down Yorkshire's coalfields.)

Unknown to the pterodactyls, something astonishing was happening. A huge landmass, which aeons later became North America and Greenland, was slowly detaching itself from the Eurasian continent.

For 50 million years the earth's crust pulled apart, foundering and settling into a monstrous undersea trench large enough to swallow several Grand Canyons.

Filtering down into and filling this enormous, relentlessly widening chasm came silts, muds and the remains of microscopic marine creatures whose names are as delicate as their fragile bodies: cristellaria, tristix, quinqueloculina.

The rich organic deposits piled miles thick, hardening to rock and subsiding to regions of enormous pressure and heat, where the remains turned to oil.

Thus today, along the line of the ancient rift, oilfields lie hidden like needles in a geological haystack, awaiting discovery.

To find them, our ships criss-cross the North Sea, beaming sound-waves into the depths and listening for echoes bouncing off rock layers far below the seabed.

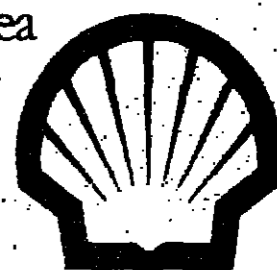
Maps thus charted can tell us which areas look promising, but they cannot tell us if oil is present. In fact, on average, of every nine exploration wells we drill (at about £5 million each) only one will be worth developing.

Given these odds, we've done extremely well so far, with major discoveries in the Auk, Brent, Cormorant, Dunlin, Tern and Fulmar fields.

But the continuing mystery is how much more oil lies beneath the sea.

This is no mere sixty-four thousand dollar bagatelle. The financial contribution and new technology, to say nothing of the energy, generated by North Sea oil benefits every child, woman and man in Britain.

Which is a good reason to keep on searching.



You can be sure Shell's playing its part

TECHNOLOGY

EDITED BY ALAN CAME

British leap-frog on robots

AN IMPORTANT move by the Science and Engineering Research Council (SERC) to leap-frog the present generation of robots is gaining momentum after its initiation last year.

In reality, most of the present machines are re-programmable manipulating arms, required only to repeat the same task over and over again. They generally cannot see, hear, touch, think or move about independently.

The purpose of the SERC initiative is to support appropriate research so that Britain "can take advantage of the intelligent robot as it emerges in the mid-80s."

Whether the country will, or will not be able to take advantage is no doubt more a matter of economics and sociology than technology. But there is a growing degree of unease in some circles at the prospect that when the economy takes an upward turn, re-employment on the hoped-for scale will simply not take place. Instead, the opportunity may be taken to deploy electronics-based systems ranging from word processors to CNC machine tools—and including robots.

Men and money

In any event, a dozen projects have been approved by SERC over recent months and over £2m allocated in grants to teams which in each case are joint efforts between a university and a company with interests in building or using robots. It is anticipated that the Council will allocate a total of about £4m over five years. For their part, the companies are expected to contribute both men and money at an agreed level.

This SERC scheme is of considerable importance to the UK which, in spite of some shift in emphasis in the last decade or two towards service industries, will nevertheless have to continue to export manufactured products to earn a living. It will do so in competition with both Western and Eastern countries which are already employing first generation robots much more extensively than the UK—and not necessarily in higher wage economies where the capital cost would appear to be most justified.

Improved productivity and consistent product quality are the objectives for most man-

A SERC initiative will support British research on "intelligent robots." GEOFFREY CHARLISH reports.

agreements which, in many developed countries, claim that they cannot in any case recruit labour for the more unpleasant jobs—even with the high unemployment that now exists.

But there are other aspects worth considering as well. Robots can work in environments—hot, fume laden, noisy—that would be unacceptable to people. Apart from that, warehouses for example, normally heated to keep perhaps a dozen people comfortable, could be maintained only at the temperature and humidity necessary to keep the contents in good condition.

Mechanisation

Looking a little further forward, it is likely that the company offering customer-tailored products at a price that is little or no more than a standard product offered by its competitors, will be the one to win in the market place.

FMS is the name of this particular game, standing for "flexible manufacturing system." It has been gaining ground in short run metal machining in the aircraft and defence industries and their suppliers. SERC believes that "FMS may ultimately become the production engineer's only way of manufacturing the large number of different product types demanded by a market of increasingly sophisticated consumers."

FMS is basically a matter of machine tool automation, but with assistance from robots for handling and assembly.

There are of course other—and often more important—ways to improve productivity, including such established approaches as mechanisation and flow line design. The more recent computer assisted methods embrace production control, process control, CNC and all those

THE Wide Angle Infinity Display engineering model from Rediffusion.

approaches that join robotics under the general heading of "automation."

The SERC initiative however, is a co-ordinated research programme in industrial robotics only, using the definition "Application and further development of inherently flexible devices for improved manufacture and distribution in industry." It includes overall projects for robotic assembly and also automated inspection.

SERC sees assembly as perhaps the greatest challenge, pointing out that some 35 per cent of the entire workforce of the industrial nations is concerned with the manufacture of piece goods, much of which is a matter of joining and assembly. The extent of

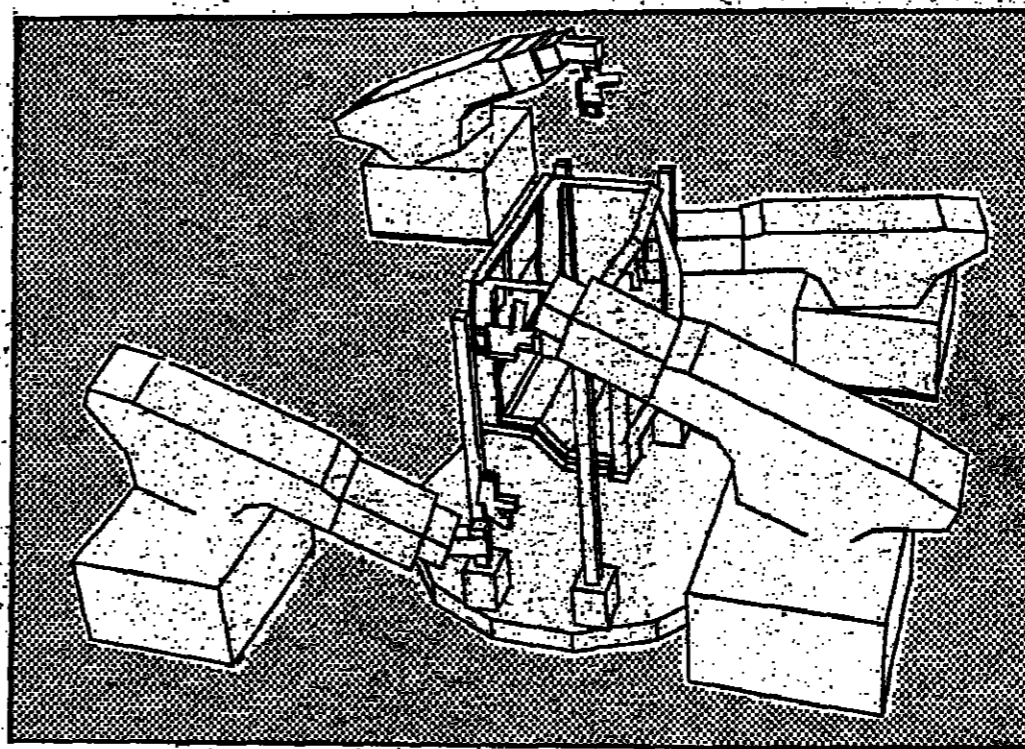
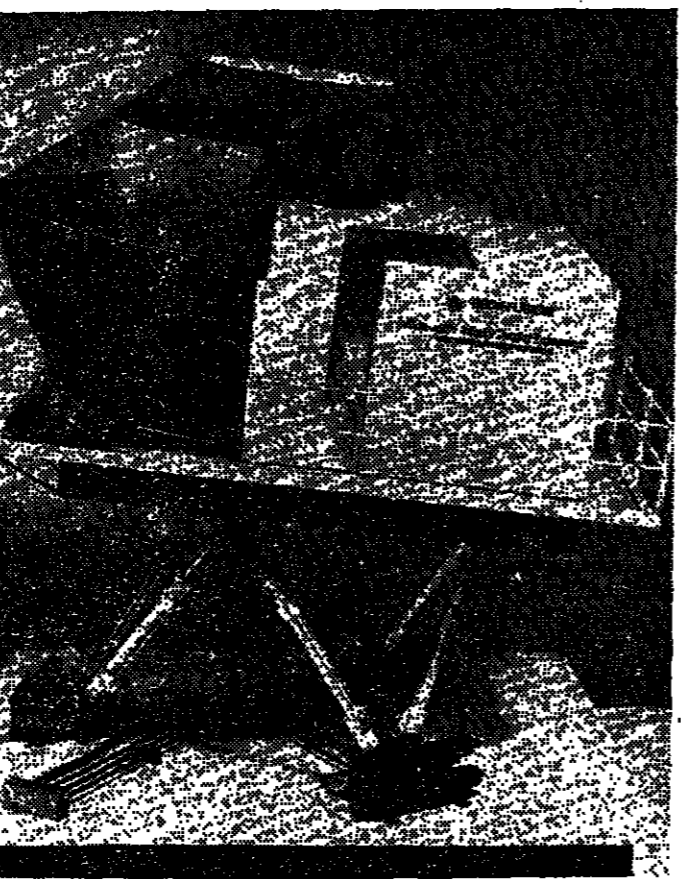
automation in these areas is still quite small in comparison with the continuous process or power generation industries.

The Council also sees as "ironic" the fact that about half the 10,000 or so first generation robots, now installed world-wide are in the automotive industry "where production runs are so long that their intrinsic flexibility is scarcely tapped."

The overall aim of the SERC effort is to generate robots that are flexible, reliable, accurate (in relation to their task, not necessarily in absolute terms) and in particular able to cope with whatever they encounter. SERC describes this as "general disorder in their environment."

For example, ultimately could a robot presented with the wrong part exchange it locally with the right one, or perhaps even trundle off to stores and draw the correct item?

This kind of thing is not



COMPUTER simulation is used to assess the reach and geometry of four industrial robots during a spot welding operation

out of the question with present technology (at a price) but to bring it about realistically requires a machine of much greater ability than those presently available, at a cost that makes it acceptable widely to industry.

SERC is funneling resources into five major areas: sensory devices; mechanical systems

including cheaper, lighter linkages and actuators; control, including adaptive techniques; safety, diagnostic and error recovery; and standards, which at the moment hardly exist in the way that they do in, say, the aerospace or automotive industries. In the software area, simple ways (languages) of telling robots complex things will be

needed, with universal applicability.

Ten UK universities and Cranfield Institute of Technology are now involved in the programme together with ten industrial companies and the Robotics Engineering Research Association.

Forthcoming articles on this page will deal with some of the projects in more detail.

Flight simulator techniques move on a step forward

FLIGHT SIMULATOR technology has been pushed significantly further forward by Rediffusion Simulation with the announcement of a new form of "wrap-around" display.

The company's previous technology employed a number of projectors individually mounted in a vertical position behind each window of the cabin.

The projectors worked through an "infinity image mirror" so that, instead of seeing a picture a few feet away on the CRT screen, the illusion of a distant image was created. The drawback of the arrangement was that each picture was indeed, separate, so that the impression gained

depended on the aircrew's position in the cabin.

WIDE is the name of the new system, standing for wide angle infinity display equipment, and it has the advantage that it can be viewed in true perspective from any point on the flight deck.

Enough detail

As a result, it allows cross-cockpit views for the pilot and co-pilot and visual participation in training exercises by other crew members and the instructor. In realism terms, the only remaining drawback is that the images are computer generated. But they contain enough detail for training purposes and are, according to development manager Mr S Anderson, "getting better all the time."

In WIDE there are three

special projectors mounted above and outside the simulator flight cabin. They point downwards and forwards at a concave mirror encompassing nearly 180 degrees in front of the pilot; the three beams pass through a semi-transparent screen, are reflected from the mirror and then form a "back-projected" image on the side of the screen remote from the pilot. The mirror produces a collimating effect and the image appears essentially at infinity. The overall field of view extends through 150 degrees in azimuth and 40 degrees vertically.

Laser beam

According to the managing director Mr J. Yeomans, engineering tests have been "totally convincing." He expects the first production systems to be in operation within a year.

It is understood that the company is continuing to develop its laser system in which a model is scanned in three dimensions by a laser beam and the image is reconstructed in a similar way, giving a picture which in theory could also surround most of the front of aircraft. More on 0293 28811.

Tensile steel components

HIGH TENSILE steel components which become brittle in the electrolytic plating process resist abrasion better coated with Xylan 5200 pipe based coating material, claims Whitford Plastics, Brimley 86, Astmoor, Runcorn, Cheshire (09285 66548).

Specific corrosion resistant properties, plus low friction characteristics, are the essence in this material. It is intended for bulk coating processes such as spin dip or centrifuge to provide dry lubrication to the substrate.

It is particularly suitable for covering threaded fasteners, says the company. Available in a wide range of colours including black, blue and silver, when applied to zinc phosphated pre-treated steel it has proved capable of withstanding 240 hours or more in a neutral salt spray test cabinet to ASTM B117 specification.

PETROLEOS MEXICANOS

US\$100,000,000

Floating Rate Notes 1984

For six months

27th July 1981 to 27th January 1982

In accordance with the provisions of the Notes notice is hereby given that the rate of interest has been fixed at 19.4% per annum.

By Chemical Bank London (Agent Bank)

Town & City Properties LIMITED

Extracts from the Chairman's statement

Town & City reduced its loss in 1980/81, although higher interest rates again increased the Group's interest charge despite lower borrowings. The results of the Property Division showed another good increase, and the Service Industry Division made an improvement in the face of unfavourable trends in the economy.

The loss for the year was £11 million compared with £14.4 million in the previous year, after charging net interest of £29.1 million compared with £28.7 million the previous year.

The Property Division increased net income to £11.3 million from £7.8 million, despite continuance during the year of the Group's programme of property sales.

Borrowings fell during the year from £192 million to £177.3 million, before deducting cash and deposits of £3.8 million.

Sales of property amounted to £28 million during the year, compared with a book value of £20 million. Since the year end a further £8 million book value £5.6 million, have been sold or are under contract for sale; this takes the total sold since 1st April 1974 to £409 million, against a book value of £371 million. The market not only remains strong, but seems to be becoming wider than it has been for some years and there are a considerable number of sales in progress.

This year was an active one for the Group in property development. Five new projects have started construction, and five other projects will start shortly.

The Service Industry Division as a whole produced better results despite the fact that all its constituents were affected to some extent by the economic climate.

The Group will soon be poised to replace retrenchment with expansion and I am sure that we all look forward to this more positive phase.

J. M. STERLING

DKB ECONOMIC REPORT

July 1981: Vol. 10 No. 7

Japanese economy shows sign of recovery; pace appears very moderate

The Japanese economy has hit the bottom and is moving upward, although the pace of recovery is very moderate. Industrial output has been on a mild upswing since last autumn, and more recently, personal consumption has also started showing signs of recovery, while price advances continue to be slow. Corporate managers' prospects for the future trend of business are also slowly improving.

According to a recent report, Japan's gross national product in the first quarter of 1981 grew by 1.1 per cent over the preceding quarter in real terms (in constant 1970 prices) after seasonal adjustment. It compared with the 0.5 per cent growth in the fourth quarter of 1980 on a similar basis. As a result, the real economic growth rate in fiscal 1980, ended last March 31, amounted to 5.0 per cent, surpassing the Government's projection for 4.8 per cent.

The first quarter GNP growth of 1.1 per cent was mostly brought about by exports and other incomes from abroad which accounted for 0.9 percentage point of the entire growth. Contribution of domestic demands proved slightly negative, meaning that they worked to push down the economy's growth rate for three consecutive quarters. For fiscal 1981 as a whole, exports and other incomes from abroad were responsible for 3.8 of the 5.0 per cent growth.

These trends indicate that full recovery of the Japanese economy depends critically on the movement of personal consumption which accounts for 60 per cent of gross national expenditures.

Slow recovery of production

Mining and manufacturing production (seasonally adjusted) in April rose 0.3 per cent from March, while shipments gained 2.1 per cent. The substantial increase in shipments, the largest in seven months, however, reflected borrowing from future shipments of cars in anticipation of a rise in excise tax, and after exclusion of this special factor,

the rate of increase was 1.7 per cent.

The rise in shipments resulted in a drop of 0.3 per cent in inventories. Yet the Bank of Japan survey, as of May, shows that a large number of enterprises producing basic materials still regard the level of inventories as higher than appropriate, although in processing industries, such as machinery and automobiles, inventory adjustment is almost completed.

As for the trend of production after May, the forecast index for the manufacturing sector points to a 2.1 per cent drop in May and a 1.9 per cent increase in June, while the Bank of Japan forecasts a 0.8 per cent increase in production of major corporations (seasonally adjusted) during the April-June quarter and a 2.8 per cent rise in the July-September quarter, respectively over the preceding period.

Personal consumption moves toward recovery

The absence of real vigor in the recovery of production is attributable to a large extent to slumping personal consumption. Real consumption expenditures per household in fiscal 1980 dropped 1.2 per cent from fiscal 1979 — an unprecedented development since the statistics were started in 1963. A sharp 7.8 per cent consumer price advance and a resulting drop in real income were responsible for the decline.

Real household consumption expenditures, however, scored a gain of 0.8 per cent in March over a year before — the first rise in five months. There are other signs of a gradual recovery of personal consumption. (See chart.)

This year's wage settlements ended with an average 7.7 per cent increase, which is about 1 percentage point larger than last year's, while summer bonuses are expected to grow by about the same percentage as last year's. The subdued trend of consumer prices in recent months is likely to keep disposable income above last year's level. The Economic Planning Agency reports an

improving consumer outlook, with cautiousness about the future diminishing.

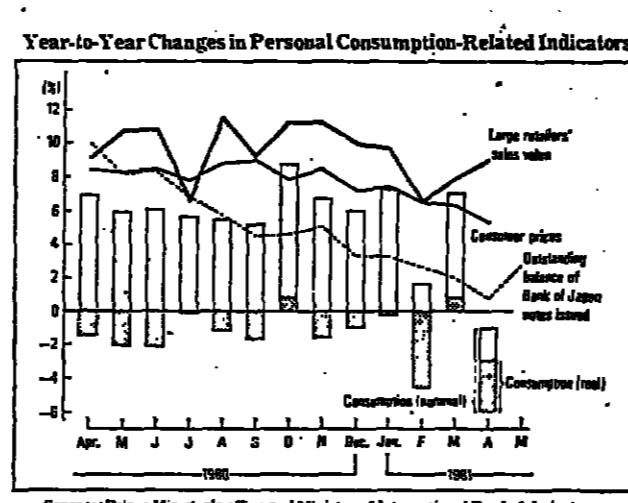
One potentially adverse factor is the prospect of a cool summer as in last year. Should this come true, not only industries dependent on summer weather will be hit but also rural income will be hurt due to poor crops, which, in turn, will deter recovery of personal consumption.

Slower growth of capital investment and exports

Quarterly gain in private investment in plant and equipment as measured on the basis of GNP statistics steadily shrank from 1.1 per cent of the third quarter to 0.8 per cent of the fourth quarter in 1980 and to 0.2 per cent of the first quarter in 1981. According to the Bank of Japan, such investment planned by major corporations in manufacturing industries for the first six months of fiscal 1981 represents an increase of 3.4 per cent from the preceding six months, substantially smaller than the 17.5 per cent scored in the first six months of fiscal 1980 and the 14.1 per cent in the last six months of fiscal 1980. Despite some possibilities of improvement, investment by smaller corporations will basically remain weak, falling 20.9 per cent in fiscal 1981 from fiscal 1980.

Exports in May continued at a high level, reaching \$12.625 billion on a customs clearance basis, up 20.4 per cent from the year-before level. But the pace of growth appears headed for a slowdown, especially in shipments to the United States and the European Communities in the midst of trade disputes over cars which have grown into political issues. Television sets, video tape recorders and ships, among other things, are faring particularly well in the meantime.

Given strong competitiveness both in quality and price, Japan's exports will continue at a high level in the future and remain a major force in the country's economic growth, but they face an inevitable prospect of a



Source: Prime Minister's office and Ministry of International Trade and Industry

slower growth as they will not be able to stay out of the impacts of the slump of the world economy and voluntary restraints.

All given, factors for the trend of the Japanese economy in the coming months are mixed, making a slow pace of recovery a near-term certainty. The picture ahead is one of a further progress in inventory adjustment coupled with an expected pickup in personal consumption, but with looming concerns over the future of business capital investment and exports, the two factors that have maintained a strong trend so far.

Stabilizing wholesale prices

Wholesale price advance started slowing in spring, last year and even recorded a drop on a month-to-month basis for three months from last December through February. But it turned upward after March, registering a rise of 0.5 per cent in April and 0.8 per cent in May. Factors behind this are higher prices of imported raw materials, such as crude oil and iron ore, resulting from a weakening of the yen; elevation of commodity taxes on passenger cars and other products as well as liquor; and recovery of market of some commodities.

The future trend of wholesale prices could significantly be influenced by a drop of the yen rate owing to high interest rates abroad and rising prices of market-sensitive products along with the progress of inventory adjustment. With U.S. interest rates peaking out, the yen rate is unlikely to plunge, but the mounting tensions in the Middle East warrant a

Talk it over with DKB. The international bank that listens.



We have your interests at heart. DAI-ICHI KANGYO BANK

The next DKB monthly report will appear August 28.

BISON
Method Building
Cost Effective
Fast Efficient
Bison Concrete Ltd.
Thorney Lane, Harlow, Essex S20 9AC
Tel: 0753 652909

POINTERS Surveillance technique for warships

A TECHNIQUE which it is claimed dramatically reduces the cost of providing small warships with both air and surface surveillance radar has been announced by Racal-Decca Marine Radar of New Malden, Surrey.

A standard 9ft 1-band (3cm) aerial is superimposed directly on to a standard F band aerial (10cm). The latter, mounted 15 degrees upwards with a 15 ft mast, can detect aircraft at 15 nautical miles and larger aircraft at over 25 miles. The 1-band system has normal surface horizon range. With only minor modifications the rest of the scanner is standard.

The signals from each aerial transceiver are fed to a common signal combiner before application of the company's Clearscan automatic clutter suppression, echo stretching and false target reduction techniques. A control/distribution unit allows one or more displays to be fed with I, F or the combined signals. More on 0794 782158.

Hewlett shaft encoder

SIMPLE ASSEMBLY, easy alignment, good stability and high reliability are the claimed advantages of a new shaft encoder from Hewlett-Packard. The system can be simply installed to provide the required data on shaft speed and acceleration in electro-mechanical and electronic systems.

There are three basic parts: the body containing optical detectors and electronic circuits; a low inertia code wheel; and an end plate which carries the light emitting diode sources and lenses. All can be assembled in under five minutes into a unit only 28 mm in diameter and which can be applied to a wide range of shaft diameters. Output is 500 cycles per shaft revolution.

The LED sources send parallel beams through a precision metal code wheel into a pair of detectors, providing pulses related to shaft movement.

The unit, designated HEDS-5000 needs only a five-volt supply and can operate over the temperature range -20 to +85 deg C. More on 0794 61022.

مركز من الأصيل

THE MANAGEMENT PAGE

EDITED BY CHRISTOPHER LORENZ

Metal Box India has built a new plant in an area shunned by other companies and with no infrastructure. David Dodwell explains why

A high price for a social decision

WHEN Metal Box India commissioned its Kharagpur bearings factory 135 km north east of Calcutta less than two years ago, it was taking a considerable risk.

In spite of the chronic labour problems and critical shortages of power, coal and transport that have blighted India's north eastern state of West Bengal in recent years, Metal Box resisted the temptation to build its new plant outside the region.

P. K. Nanda, chairman of the company until his appointment to the main Metal Box board in the UK, now admits that the price paid for this decision has been high. But the company still feels the decision was right.

After two problematic years, the group claims its difficulties have been infinitely greater had the decision three years ago to rationalise and re-invest not been taken. Kharagpur was part of the re-investment programme. Its problems are significant not only in their own right, but because they strike at the heart of those faced by India's private sector manufacturers.

Metal Box India, once a subsidiary of Metal Box (UK), is now an indigenous Indian company — with only a 40 per cent stake owned by the UK company. From headquarters in Calcutta it runs 12 plants; three in Calcutta itself, four in Bombay, then plants in Faridabad, Madras, Cochin and Bangalore. The factory at Kharagpur is a new departure — from metal packaging, the mainstay of com-

pany business, into bearings manufacture.

Whatever the hopes for the bearings company when the decision to invest was made in October 1978, the record since then has been grim; with an installed capacity in 1980 of 5.4m bearings, a total of 403,000 were produced last year.

Forced by Bengal state government legislation to set up its new factory in a "backward area," the Kharagpur plant has been plagued by infrastructure problems. There were long delays in getting power cables laid to the factory from the state grid. Even since then, power cuts have been endemic.

Comfort

Costs have overrun by 20 per cent to around Rs 250m (\$15.5m), mainly because of the high cost of borrowing from both domestic and foreign sources. Interest charges already account for about Rs 35m. And yet Metal Box has to draw comfort from the fact that it was able to borrow at all. Private sector investment is carefully controlled by central government, and it is only because the bearings plant is part of the "core sector" of the economy that it was approved.

Immense problems have arisen because of the need to import a labour force: a township has had to be built for the 700 plant employees, and skilled workers have had to be recruited from all over India.



Denis Allport (left) on a visit to the Kharagpur factory which has a capacity of 5.4m bearings; in 1980 it produced 403,000

Many are already leaving because they can't stand life so far from the relative comfort of urban centres.

Unskilled workers and trainees have been recruited locally and from Calcutta, but on-the-job training has been slower and more costly than expected.

"Most disturbing of all," P. K. Nanda says in his latest company report, "has been the eruption of politically motivated industrial relations disputes between rival parties totally unconnected with management policies, which led to crippling work stoppages and even a month's strike in the very first year of operation."

All of these problems are familiar to industrialists in India, and particularly those in West Bengal. Private investment in manufacturing industry in India's north east has virtually dried up in recent years. Many companies have shifted their headquarters to Bombay. Those building new

plants have chosen sites in less troubled states like Maharashtra, Madras and Bangalore.

Nanda defends his company's decision to ignore the emigrant trend by citing his new factory in Bengal on several counts. Foremost was Metal Box's "commitment" to the area, if fresh investment helps to breathe fresh life into the region's industries then the whole region will benefit — not least the three factories already in Calcutta.

There were advantages in establishing the new plant near to company headquarters. Since it had to be sited in an undeveloped area anyway, the view was that there would be as many headaches launching operations in an undeveloped area of Bangalore or Gujarat — or any state for that matter — as in Bengal.

In addition, Metal Box's main competitors for bearings — SKF of Sweden, and a subsidiary of the Birla Group, one of India's largest industrial houses — had

no factory in the region, so it was felt the market would be easier to penetrate. Nanda also considered West Bengal's industrial workforce to be the most skilled in India. Low productivity levels he put down to constant industrial disputes and ageing industrial equipment.

One unspoken advantage of siting in Bengal is that Metal Box is at the moment in the middle of a major rationalisation programme to replace old machinery and improve productivity. About 1,000 of the company's 9,000 workforce is being made redundant, about 550 workers in Calcutta. Nanda no doubt hopes to fend off attacks over redundancies by pointing out that 700 new jobs had been generated in the region at the Kharagpur plant.

Inevitably, difficulties in India's industrial climate coupled with a period of rationalisation have taken their toll of profits. In the year ended September 1980, pre-tax profits were Rs 23.3m — less than half the Rs 70m profit for the preceding 18 months.

The industrial climate is still poor now. While praising the Government of Mrs Indira Gandhi for its increased pragmatism, Nanda describes prospects as "very depressing." He says industry is "strangled" by licensing and other bureaucratic controls, while the absence of any coherent pricing policy has led to distortions that have squeezed profits and made stock-building impossible.

"We still retain some optimism, although it is now greatly tempered," Nanda says. Despite the great cost of rationalisation, and the risk involved in new investment, he has one thought from which he can draw comfort: "We wouldn't have survived without doing this," he says.

The world becomes his oyster

WHEN Denis Allport, chairman of Metal Box, left Calcutta in 1979 after 18 months as managing director of the company's Indian subsidiary, the man he appointed to his place — and the first Indian to become managing director of Metal Box India — was P. K. Nanda.

A decade later, Nanda has followed Allport to the UK as the first Indian ever to be appointed to the main board of Metal Box. Last Friday he took over the company's overseas division.

"If a chap can manage well in India, he can manage well in most places," says Allport, full of confidence in the appointment he has just made.

Yet the decision is not without risks. Nanda, 45, has never worked outside India before. Equipped with a commerce degree from Agra University in the Punjab, and with articles from a Delhi firm of accountants, Nanda has spent his 30-year career in Calcutta.

But Nanda has spent his whole professional life with multinational companies: from the accounts department of Remington Rand, in 1954, through Imperial Tobacco (now BAT) and Phillips India, to Metal Box, which he joined almost 20 years ago.

"P.K. has built up a great deal of international experience," Allport says.

Among his outside responsibilities while in India was a directorship of Bata's international policy group. He was a founder president of the Association of Indian Engineers in Industries and member of the Indian National Committee of International Chamber of Commerce on International Trade Policy. He sat on four statutory committees concerned with industry and finance in India, along with six government committees, and a number of Planning Commission committees.

Through this experience, coupled with consultancies and lectureships abroad (like that at the CEI business school in Geneva), he has established a considerable international reputation.

More worrying to the main board was whether an Indian would be acceptable to the company's various subsidiaries around the world. Allport con-



sided that he had made a special trip to his South African subsidiary to ensure Nanda would win full co-operation. He says he returned with his worries dissolved.

The decision to appoint an Indian to the main board with direct divisional responsibilities is thought to be unique among British multinationals. But Allport plays down the precedent: "We have brought in a managing director from a foreign subsidiary before. That was from South Africa. The only difference is that he was white."

"You can't be a fully international company if you don't look around the world when you have new appointments to be made. Our executives should know that there are opportunities for top jobs wherever they are."

Parlous

The appointment comes at a critical time for the company. In the financial year ended in March, trading profits on Metal Box's UK operations slumped to £8.5m — from £38.2m in the previous year. Profits on overseas operations rose by just a per cent, to £43.8m, but as a share of total trading profits were up from 51 per cent to 78 per cent.

"Thank God we have our overseas operations. They are a significant strength to the company," says the chairman. While domestic operations remain in such a parlous state, there must be considerable pressure on the overseas division to provide an anchor.

This is hardly the time for radical initiatives, and none will be expected from Nanda as he works his way

into the new job. The onerous of the day will be consolidation.

Nanda will be spending a great deal of his time in the near future visiting subsidiaries and associates around the world. "Knowing a holding company after running a held company may give me a greater than usual sympathy for their problems," he said in his new office at the company's Reading headquarters in Berkshire.

The companies under the umbrella of Metal Box's overseas division (these exclude the U.S.) have always been given considerable autonomy, and Nanda sees no reason to change this tradition. Operations in South Africa and Nigeria have shown strong growth in recent years, but the company foresees "significant further developments in the future."

The picture is less clear about operations in other parts of Africa, and in Singapore, Thailand and Malaysia, which have been "erratic" performers.

Nanda is clearly pleased to have won wider responsibilities, even though they have been won at the expense of direct control of his own company: "I see challenges in the wider issues I will be dealing with," he says. "Perhaps there comes a time when you are pleased not to be dealing with the nuts and bolts any longer."

Despite the emphasis on consolidation, it seems he already has his eye on areas of possible expansion. Allport confirmed that one of Nanda's main jobs will be "to advance the interests of Metal Box in areas that we have only been nominally involved with in the past."

Management abstracts

These abstracts are condensed from the abstracting journals published by Anbar Management Publications. Licensed copies of the original articles may be obtained, at £2.50 each (inc. VAT and p. + p. cash with order) from Anbar, PO Box 23, Wembley HA9 8DJ.

Do Managers on the Move Get Anywhere? J. F. Veiga in Harvard Business Review (U.S.), March/April 1981; p. 20 (9 pages, charts)

Discusses the extent and frequency of managerial mobility; maps out a "typical" career, indicating the extent of geographic, intra- and inter-organisational mobility patterns, and

questions whether mobile managers are a race apart in career terms; examines what motivates them; and what they get out of it in salaries and job satisfaction.

Accounting Services for the Small Firm. R. J. Cockburn and D. G. Findlay in The Accountants' Journal (New Zealand), February 1981; p. 1 (6 pages)

Argues that accountants ought to be more help in the small business sector, e.g. by producing information better

suited to needs, and by using simpler terminology. A second article accepts some of the criticism but insists that accountants should always remember that "it's the manager's job to manage the business."

Choice of Media in Industrial Advertising. N. Hart in Advertising Magazine (UK), Spring 81; p. 28 (3 pages)

Contends that there is little research material available to planners making media-mix decisions in industrial advertising; suggests criteria on which

to base such decisions, and provides an analysis of factors, e.g. impact and coverage, that distinguish one medium from another.

Coping with Redundancy. G. Janner in Accountancy (UK), April 81; p. 40 (2 pages)

Summarises redundancy legislation, and points to pitfalls for both employers and employees; gives advice on the selection of employees for redundancy, constructing a redundancy notice, and calculating compensation entitlement.

Company Aircraft. B. Walters in Business Matters (UK), April 81; p. 36 (5 pages)

Looks at the pros and cons of acquiring aircraft for executive travel; discusses the capabilities of various types and makes of plane/helicopter; advises on maintenance, equipment, and sources of supply; examines alternatives to outright purchase, e.g. joint user arrangements. Indicates operating costs to facilitate comparisons with air/rail fares, and lists advisory services.

Your Job could be Killing You. R. Kreitner and others in Business (U.S.), Jan/Feb 81; p. 2 (12 pages, chart)

Relates coronary risk factors to administrative/managerial work and personal habits, and discusses steps to avoid or minimise the risks. Examines relationships between stress and executive work addiction; explains "workaholicism," and suggests how it can be modified — emphasising the therapeutic value of meditation and relaxation.

Women in Management. Baroness Lockwood and S. V. Langrish in The Business Graduate (UK), Spring 81; p. 3 and 12 (5 pages, diag.)

The chairperson of the Equal Opportunities Commission contends that "hidden" discrimination against women can take many forms, and makes how "equality of opportunity" policies should be implemented and monitored; emphasises the need for training, and reports how the West Midlands Engineering Employers Association has established a course for women considered to have management potential.

second article argues that women's progress is hindered by their own attitudes and behaviour, and by career-path structures; points to self-help strategies.

Getting the Financial Message Across to Employees. R. Hussey in Accountancy (UK), May 81; p. 109 (4 pages, chart, tables)

Reports on a study which tested the ability of employees to understand the arithmetic relationships, terminology, and accounting concepts used in an employee version of the annual accounts; notes a keen interest, but reports fair-sized gaps in understanding — notably over the distinction between profit and cash; suggests that employers ought to recognise the existence of different ability levels and produce separate reports for them.

SOUTH ASIA AND FAR EAST DRILLING PTE. LTD.

SINGAPORE.

FRF 423,244,000

guarantee facility

In respect of a Trosvik Bingo 3000 semi-submersible drilling unit being built at CNLM, France, operated by Dyni Offshore A/S and chartered to BNOG.

Managed by
Bergen Bank

Participants

Manufacturers Hanover Trust Company
Scandinavian Bank Limited
Storebrand Insurance Company Ltd.
Bergen Bank International S.A.

Agent
Bergen Bank

Financial adviser

BERGEN BANK

This lunchtime why not help yourself to succulent slices of roast beef, delicious roast pork or tender juicy roast lamb. Carve as much prime meat as you wish with a generous helping of vegetables or salad and all the trimmings. Along with an appetiser, dessert and coffee its unbeatable lunchtime value for just £5.95 (including VAT).

So come along with your business associates to the City Yacht, enjoy the atmosphere and try your arm on our joints. We know you'll be back for more.

AT THE CITY YACHT Yours faithfully

Near the Barbican
1 Adde Street, London EC2A
Telephone: 01-406 8356/7.

TRUSTHOUSE FORTE

STANLEY GIBBONS
"THE GREATEST NAME IN POSTAGE STAMPS"

are proud to offer a superb collection of

Royal Wedding

commemorative POSTAGE STAMPS from the British Commonwealth

Over the next few weeks, an important set of postage stamps will be issued by the Royal Authorities in Great Britain and throughout the British Commonwealth to honour the Royal Wedding of H.R.H. The Prince of Wales to Lady Diana Spencer.

Magnificent Heirloom

Already, these very special stamps are much sought after throughout the world by thousands of collectors, dealers and those wishing to obtain a magnificent heirloom and memento of this historic occasion.

Indeed, demand has been absolutely phenomenal. In all our 125 years experience we have never before seen such interest in a commemorative issue and it is plain to see that demand for the stamps of certain countries will exceed their limited supplies. When this happens, many people will have incomplete collections and the scarce items are bound to increase in value.

Limited Supplies

Around 60 countries are expected to issue Royal Wedding Stamps and as the world's largest and most respected stamp dealers, STANLEY GIBBONS have arranged to secure a limited number of complete sets (unused collections) and we are proud to offer these strictly FIRST COME, FIRST SERVED at a SPECIAL INTRODUCTORY SELLING PRICE, basically 25% over face value. Once our initial stocks are exhausted, we cannot guarantee these same preferential prices as we will have to buy scarce items on the open market.

SEND NO MONEY - Payments can be spread over many months.

With many people buying these wonderful collections for their children

and grandchildren, we decided to spread the total cost over many months and avoid any single major outlay. Relatively small invoices will be sent each month or so until completion and even then your payment can be made by any major credit card.

Treasured Family Memento

As you and your family browse through the pages of this special collection in the years to come, you will be able to trace the universal acclaim of this important occasion and have a permanent reminder to keep as a treasured family memento for your children and grandchildren.

Unfortunately, the total cost cannot be determined until the last of the expected countries release details on their stamps' face values, BUT IRRESPECTIVE OF THE TOTAL COST OF THE COLLECTION, THERE WILL BE NO MAJOR OUTLAY AT ANY ONE TIME AS PAYMENT CAN BE SPREAD OVER MANY MONTHS.

Don't Delay

BOOK YOUR ROYAL WEDDING COLLECTION TODAY AND HAVE YOUR ORDER AND FREE ALBUM - GUARANTEED!

All major Credit Cards will be accepted.

STANLEY GIBBONS PROMOTIONS
Royal Wedding Department, Church Hatch, Ringwood, Hampshire BH24 1DF. Tel: Ringwood 78776.

PRIORITY RESERVATION

TICK BOX

☐ Please reserve special collection(s) (without obligation) of British Commonwealth Royal Wedding Stamps.

☐ Please send further details without obligation.

NAME _____

ADDRESS _____

SIGNATURE _____

DATE _____

ALL reservations and Free Albums will be acknowledged.

Why the market is a fickle ally

BY DAVID MARSH

AS SHOPKEEPERS replace their chipboard window barricades with Royal Wedding festoonery, foreign holders of sterling are still mulling over the consequences of Britain's outbreak of street violence. The average currency punter in the Sheikdoms scanning his lists of gilt-edged prices is not too concerned about tins and trolleys ransacked from Tesco's. What worries him is that social unrest and rising unemployment limit the Government's freedom to raise interest rates to protect sterling against the rampaging dollar—emphasised by the Bank of England's marked reluctance to match the latest spurt in U.S. interest rates.

With the pound already undermined by a waning of its petrodollar attractions and the probable deterioration in Britain's current account surplus, the result is a sterling/dollar rate that is now looking decidedly wobbly: at around \$1.85-1.87 in spite of more active Bank of England intervention in the currency markets.

Foreign investors—ranging from Opec central banks to multinational corporations—during the last two years have doubled their stocks of sterling bank deposits in the UK and have also built up large gilt-edged holdings.

Some of them may now be feeling misled. It is not only that the American economist J. K. Galbraith assured the world last year that Britain was the best place for a monetarist experiment because the docile population were unlikely to take to the streets, but in her best Head Girl manner, also had this to say only six-and-a-half months ago—when unrest was still measured on the more subdued scale of picket line disturbances—in reply to a BBC interviewer's question about the risks of rising unemployment:

Disorder

"People have been talking about civil disorder. I personally think it is irresponsible to talk about it. I don't think that the scenes outside Grunwick, the scenes outside Sheerness, outside Huddersfield, did Britain any good... I want people to come here and invest in Britain. I want more investment, civil

Steps to keep down Champagne costs

CHAMPAGNE is the wine of celebration, but there is not all that much celebration in Champagne at the moment. For the hopes of the desperately needed abundant vintage have been wiped out by spring frosts that struck capriciously but in some areas severely.

While the Côte des Blancs, which produces the best white wine, was hardly affected, some of the Montagne de Reims villages were heavily hit. For example, on 26 of Bollinger's 120 hectares, the frost destroyed 80 per cent of the young vine shoots.

A really large 1981 crop was prepared for, to redress the balance of stocks seriously diminished by sharply increasing sales at a time of two exceptionally small vintages, 1978 and 1980. Whereas in the three-year period 1978-80 a total of nearly 450m bottles left the cellars of the Marne and its neighbouring departments, the total production, including some re-classified still wine, amounted to only about 350m bottles.

Some effort has been made in the past two years to reduce sales, but this has largely been nullified on the home market by an increase in the amount of champagne produced and marketed directly by about 4,000 of the 17,000 growers of champagne grapes, and abroad by the reduction of the merchants, particularly the big *grande-maison* firms, to selling only of their hard-fought-for markets—and losing

them perhaps to their competitors. So the 1978 record sales total of 180m bottles was only reduced by 9m bottles last year.

This year the consumers themselves have taken a hand in making the necessary reduction. With 70m bottles sold at half-price (10 per cent down), the 1981 sales total is likely to be between 140m and 150m.

The size of the forthcoming crop is less easy to estimate, for the flowering of the vine was irregular and in some parts delayed; and more bad weather including hailstorms, could further reduce it. There is general agreement, however, that it will be insufficient to replace the already depleted stocks.

Stock levels are much more a matter of concern in Champagne than in any other important wine area, owing to the desirability of keeping champagne for at least three years before disgorging it, adding the dosage that determines its relative dryness or sweetness, and dressing the bottles for despatch.

True, according to the regulations, non-vintage champagne need be in bottle for the second fermentation only one year—and three years for the vintage.

But no self-respecting *maison de Champagne* would market it under three years old.

So the very large 1979

technical development since the adoption of the crown cork instead of the traditional one for the bottle fermentation (even Dom Pérignon has gone over to it) is the automatic *remuage*, the mechanical shaking down of the sediment on to the cork. Carried out by hand in the special racks called pupitres, it involves something like 40 handlings over a period of eight weeks. It is the most highly paid job in a champagne cellar and it takes up a lot of space.

The *gros-palette*, a square, open-topped, computer-operated crate holding 504 bottles, is electrically moved three times a day, and completes the operation in two weeks, and it saves a great deal of space. The great question is whether the results are as good, and every large firm has been experimenting, though seldom in the view of the public. However, Taittinger and Piper-Heidsieck have adopted it, and produce chemical analyses to show that a clearer, brighter champagne is produced.

What is not always realised is that the *remuage* is not just a matter of shaking the solid sediment down to the cork. The yeasts produce a fatty, oily film that settles on the glass and is not easy to shift. This can vary from vintage to vintage, and some claim that only the skilled human eye can detect this. Others say that the *gros-palette*, saving is more in space than in

WINE

BY EDMUND PENNING-ROWSELL

harvest, which is more than likely to even up the stock position. One fundamental reason why champagne is an expensive wine is that it has to be held until it is ready for drinking, whereas the great majority of Bordeaux and Burgundy will have been off the growers' and the merchants' hands long before the corks are drawn.

A question that I asked on a visit to Champagne a few weeks ago is whether anything can be done to speed up the maturation of champagne and so reduce its costs, and whether the result of multi-disgorging can be reduced in any other way.

This question of cost is not being dealt with directly by

would be a big money-saver. It would depend on the auto-sis, the self-destruction of the cells.

So far, however, there is no sign of this, and it is not yet known, for instance, whether the champagne yeasts are the same as those to be found on the identical grape varieties in Burgundy—the Pinot Noir and Chardonnay.

The main aim of the highly costly experimental work—the CIVC also has its experimental vineyard—is, by greater understanding of what produces champagne, to ensure the maintenance of its quality, and for the competition is increasing all the time.

The most recent significant

Strong line-up for Steward's Cup

AS HAS always been expected there is a highly competitive line-up for today's Tote Steward's Cup, with 30 due to take the field.

However, the two-year-old events on this, the first day of "Glorious Goodwood," could

three event. The New Ham Stakes, which Cut Throat won last year, is a listed race. They carry £15,000 and £8,000 added prize money respectively.

In the Tote Steward's Cup the almost ideally drawn Steel Pass will start favourite from his No. 27 draw. My idea of two tempting win and place bets in this race are Crews Hill, who is likely to be available at odds of around 10 to 1, and the recently treated Gamblers Dream. They too, are favourably drawn at 21 and 24 respectively.

Crews Hill, a five-year-old bay son of Circus Ring's sire, High Top, has a greater early pace than almost any sprinter in training with the exception of Standand. He also relishes a fast surface. Provided there is no more than a light shower before the "off," Starkey's mount will make a bold bid to defy 9 stone 9 lbs.

hardly have a less distinguished look about them. The Molecomb Stakes, to the annoyance of many, is now open to colts. It has attracted six of whom only Starkey's Wimpie has achieved a performance of note. The New Ham Stakes looks only marginally more competitive.

The one illustrious Molecomb Stakes-winner a year ago by this year's champion sprinter, Marwell, is a group

and the Welsh Guards' Cholo. The Queen's Realm: a prospect of England—an aerial anthology, film, poetry, and music of England, with Sir John Betjeman, the Poet Laureate.

11.55-12.01 am News.

All Regions as BBC 1 except as follows:

BBC Cymru/Wales—1.05-4.00 pm Yr Awr Fach. 4.20-4.45 Wales Today. 7.15-7.35 Heddidi. 7.35-8.00 Ask the Family. 8.00-8.50 Freebie and the Bean. 11.55 News and Weather.

Scotland—1.10-1.15 pm Scottish News. 6.20-6.45 Reporting Scotland. 11.55 News and Weather.

Northern Ireland—1.10-1.15 pm Northern Ireland News. 6.20-6.45 Scene Around Six. 11.55 News and Weather.

England—6.20-6.45 pm Look East (Norwich); Look North (Leeds); Look North West (Manchester); Midlands Today (Birmingham); Nationwide (London and South East); Points West (Bristol); South Today (Southampton); Spotlight South West (Plymouth).

6.40-7.55 am Open University. 11.00 Play School. 11.45 pm Glorious Goodwood. 6.50 James is our Brother. 7.25 News. 7.30 My Music. 7.55 Taking the Strain. 8.20 Vic Dunster. 8.50 Rhythm on Two. 9.25 Maybury. 10.20 The 20th Century Remembered: Lord Brockway. 10.50 Newsnight. 11.15 Film: Be Big, Laurel and Hardy.

LONDON

9.30 am Larry the Lamb. 9.40 Who's Afraid of Opera? 10.10 Dick Tracy cartoon. 10.40 Little

Radio WaveLengths

1 105.3kHz/255m 3 121.9kHz/247m 5 105.3kHz/255m 7 105.3kHz/255m 9 105.3kHz/255m 11 105.3kHz/255m 13 105.3kHz/255m 15 105.3kHz/255m 17 105.3kHz/255m 19 105.3kHz/255m 21 105.3kHz/255m 23 105.3kHz/255m 25 105.3kHz/255m 27 105.3kHz/255m 29 105.3kHz/255m 31 105.3kHz/255m

BBC Radio London: 156kHz, 250m & 94.9m

Capital Radio: 156kHz, 194m & 94.9m

London Broadcasting: 115kHz, 251m & 97.3m

RADIO 1

5.00 am Stereo Soundtrack 2. 7.00 Mike Read. 9.00 Simon Bates. 11.00 Andy Peebles. Roadshow. 12.30 pm News. 1.45 pm Paul Burnett. 2.30 pm D. Lee. 3.00 pm Peter Fothergill. 5.30 News. 6.00 pm 40 Singles Chart. 7.00 pm Dave Lee Travis. 8.00 pm Richard Skinner. 10.00 pm John Peel.

RADIO 2

5.00 am Steve Jones. 6.15 pm Pauline. 7.30 pm The Virgin. 8.30 pm Racing Bulletin. 9.45 pm News. 10.00 pm Jimmy Young. 11.00 pm John Peel. 11.55 pm News. 12.00 pm Ed Stewart. (a) Family Favourites: Racing from Goodwood. 2.45 pm Sports Desk. 4.00 pm David Hamilton. (a) 4.45 Sports Desk. 5.00 pm News. 6.00 pm David Gandy. (a) Much More Music. 6.45 pm Sports Desk. 7.30 pm Cricket Desk. 8.00 pm News. 8.15 pm Sports Desk. 8.30 pm News. 8.45 pm Sports Desk. 10.00 pm You've Got to Be Joking. 10.30 pm News. 11.00 pm Brian Matthew. Round Midnight. 11.55 pm News. 12.00 pm News. 12.05 pm You and the Night and the Music (a).

RADIO 3

6.55 am Weather. 7.00 News. 7.05 pm Morning Concert. 8.00 News. 9.05 pm News. 9.15 pm News. 9.20 pm News. 9.25 pm News. 9.30 pm News. 9.35 pm News. 9.40 pm News. 9.45 pm News. 9.50 pm News. 9.55 pm News. 10.00 pm News. 10.05 pm News. 10.10 pm News. 10.15 pm News. 10.20 pm News. 10.25 pm News. 10.30 pm News. 10.35 pm News. 10.40 pm News. 10.45 pm News. 10.50 pm News. 10.55 pm News. 11.00 pm News. 11.05 pm News. 11.10 pm News. 11.15 pm News. 11.20 pm News. 11.25 pm News. 11.30 pm News. 11.35 pm News. 11.40 pm News. 11.45 pm News. 11.50 pm News. 11.55 pm News. 12.00 pm News. 12.05 pm News. 12.10 pm News. 12.15 pm News. 12.20 pm News. 12.25 pm News. 12.30 pm News. 12.35 pm News. 12.40 pm News. 12.45 pm News. 12.50 pm News. 12.55 pm News. 1.00 pm News. 1.05 pm News. 1.10 pm News. 1.15 pm News. 1.20 pm News. 1.25 pm News. 1.30 pm News. 1.35 pm News. 1.40 pm News. 1.45 pm News. 1.50 pm News. 1.55 pm News. 2.00 pm News. 2.05 pm News. 2.10 pm News. 2.15 pm News. 2.20 pm News. 2.25 pm News. 2.30 pm News. 2.35 pm News. 2.40 pm News. 2.45 pm News. 2.50 pm News. 2.55 pm News. 3.00 pm News. 3.05 pm News. 3.10 pm News. 3.15 pm News. 3.20 pm News. 3.25 pm News. 3.30 pm News. 3.35 pm News. 3.40 pm News. 3.45 pm News. 3.50 pm News. 3.55 pm News. 4.00 pm News. 4.05 pm News. 4.10 pm News. 4.15 pm News. 4.20 pm News. 4.25 pm News. 4.30 pm News. 4.35 pm News. 4.40 pm News. 4.45 pm News. 4.50 pm News. 4.55 pm News. 5.00 pm News. 5.05 pm News. 5.10 pm News. 5.15 pm News. 5.20 pm News. 5.25 pm News. 5.30 pm News. 5.35 pm News. 5.40 pm News. 5.45 pm News. 5.50 pm News. 5.55 pm News. 6.00 pm News. 6.05 pm News. 6.10 pm News. 6.15 pm News. 6.20 pm News. 6.25 pm News. 6.30 pm News. 6.35 pm News. 6.40 pm News. 6.45 pm News. 6.50 pm News. 6.55 pm News. 7.00 pm News. 7.05 pm News. 7.10 pm News. 7.15 pm News. 7.20 pm News. 7.25 pm News. 7.30 pm News. 7.35 pm News. 7.40 pm News. 7.45 pm News. 7.50 pm News. 7.55 pm News. 8.00 pm News. 8.05 pm News. 8.10 pm News. 8.15 pm News. 8.20 pm News. 8.25 pm News. 8.30 pm News. 8.35 pm News. 8.40 pm News. 8.45 pm News. 8.50 pm News. 8.55 pm News. 9.00 pm News. 9.05 pm News. 9.10 pm News. 9.15 pm News. 9.20 pm News. 9.25 pm News. 9.30 pm News. 9.35 pm News. 9.40 pm News. 9.45 pm News. 9.50 pm News. 9.55 pm News. 10.00 pm News. 10.05 pm News. 10.10 pm News. 10.15 pm News. 10.20 pm News. 10.25 pm News. 10.30 pm News. 10.35 pm News. 10.40 pm News. 10.45 pm News. 10.50 pm News. 10.55 pm News. 11.00 pm News. 11.05 pm News. 11.10 pm News. 11.15 pm News. 11.20 pm News. 11.25 pm News. 11.30 pm News. 11.35 pm News. 11.40 pm News. 11.45 pm News. 11.50 pm News. 11.55 pm News. 12.00 pm News. 12.05 pm News. 12.10 pm News. 12.15 pm News. 12.20 pm News. 12.25 pm News. 12.30 pm News. 12.35 pm News. 12.40 pm News. 12.45 pm News. 12.50 pm News. 12.55 pm News. 1.00 pm News. 1.05 pm News. 1.10 pm News. 1.15 pm News. 1.20 pm News. 1.25 pm News. 1.30 pm News. 1.35 pm News. 1.40 pm News. 1.45 pm News. 1.50 pm News. 1.55 pm News. 2.00 pm News. 2.05 pm News. 2.10 pm News. 2.15 pm News. 2.20 pm News. 2.25 pm News. 2.30 pm News. 2.35 pm News. 2.40 pm News. 2.45 pm News. 2.50 pm News. 2.55 pm News. 3.00 pm News. 3.05 pm News. 3.10 pm News. 3.15 pm News. 3.20 pm News. 3.25 pm News. 3.30 pm News. 3.35 pm News. 3.40 pm News. 3.45 pm News. 3.50 pm News. 3.55 pm News. 4.00 pm News. 4.05 pm News. 4.10 pm News. 4.15 pm News. 4.20 pm News. 4.25 pm News. 4.30 pm News. 4.35 pm News. 4.40 pm News. 4.45 pm News. 4.50 pm News. 4.55 pm News. 5.00 pm News. 5.05 pm News. 5.10 pm News. 5.15 pm News. 5.20 pm News. 5.25 pm News. 5.30 pm News. 5.35 pm News. 5.40 pm News. 5.45 pm News. 5.50 pm News. 5.55 pm News. 6.00 pm News. 6.05 pm News. 6.10 pm News. 6.15 pm News. 6.20 pm News. 6.25 pm News. 6.30 pm News. 6.35 pm News. 6.40 pm News. 6.45 pm News. 6.50 pm News. 6.55 pm News. 7.00 pm News. 7.05 pm News. 7.10 pm News. 7.15 pm News. 7.20 pm News. 7.25 pm News. 7.30 pm News. 7.35 pm News. 7.40 pm News. 7.45 pm News. 7.50 pm News. 7.55 pm News. 8.00 pm News. 8.05 pm News. 8.10 pm News. 8.15 pm News. 8.20 pm News. 8.25 pm News. 8.30 pm News. 8.35 pm News. 8.40 pm News. 8.45 pm News. 8.50 pm News. 8.55 pm News. 9.00 pm News. 9.05 pm News. 9.10 pm News. 9.15 pm News. 9.20 pm News. 9.25 pm News. 9.30 pm News. 9.35 pm News. 9.40 pm News. 9.45 pm News. 9.50 pm News. 9.55 pm News. 10.00 pm News. 10.05 pm News. 10.10 pm News. 10.15 pm News. 10.20 pm News. 10.25 pm News. 10.30 pm News. 10.35 pm News. 10.40 pm News. 10.45 pm News. 10.50 pm News. 10.55 pm News. 11.00 pm News. 11.05 pm News. 11.10 pm News. 11.15 pm News. 11.20 pm News. 11.25 pm News. 11.30 pm News. 11.35 pm News. 11.40 pm News. 11.45 pm News. 11.50 pm News. 11.55 pm News. 12.00 pm News. 12.05 pm News. 12.10 pm News. 12.15 pm News. 12.20 pm News. 12.25 pm News. 12.30 pm News. 12.35 pm News. 12.40 pm News. 12.45 pm News. 12.50 pm News. 12.55 pm News. 1.00 pm News. 1.05 pm News. 1.10 pm News. 1.15 pm News. 1.20 pm News. 1.25 pm News. 1.30 pm News. 1.35 pm News. 1.40 pm News. 1.45 pm News. 1.50 pm News. 1.55 pm News. 2.00 pm News. 2.05 pm News. 2.10 pm News. 2.15 pm News. 2.20 pm News. 2.25 pm News. 2.30 pm News. 2.35 pm News. 2.40 pm News. 2.45 pm News. 2.50 pm News. 2.55 pm News. 3.00 pm News. 3.05 pm News. 3.10 pm News. 3.15 pm News. 3.20 pm News. 3.25 pm News. 3.30 pm News. 3.35 pm News. 3.40 pm News. 3.45 pm News. 3.50 pm News. 3.55 pm News. 4.00 pm News. 4.05 pm News. 4.10 pm News. 4.15 pm News. 4.20 pm News. 4.25 pm News. 4.30 pm News. 4.35 pm News. 4.40 pm News. 4.45 pm News. 4.50 pm News. 4.55 pm News. 5.00 pm News. 5.05 pm News. 5.10 pm News. 5.15 pm News. 5.20 pm News. 5.25 pm News. 5.30 pm News. 5.35 pm News. 5.40 pm News. 5.45 pm News. 5.50 pm News. 5.55 pm News. 6.00 pm News. 6.05 pm News. 6.10 pm News. 6.15 pm News. 6.20 pm News. 6.25 pm News. 6.30 pm News. 6.35 pm News. 6.40 pm News. 6.45 pm News. 6.50 pm News. 6.55 pm News. 7.00 pm News. 7.05 pm News. 7.10 pm News. 7.15 pm News. 7.20 pm News. 7.25 pm News. 7.30 pm News. 7.35 pm News. 7.40 pm News. 7.45 pm News. 7.50 pm News. 7.55 pm News. 8.00 pm News. 8.05 pm News. 8.10 pm News. 8.15 pm News. 8.20 pm News. 8.25 pm News. 8.30 pm News. 8.35 pm News. 8.40 pm News. 8.45 pm News. 8.50 pm News. 8.55 pm News. 9.00 pm News. 9.05 pm News. 9.10 pm News. 9.15 pm News. 9.20 pm News. 9.25 pm News. 9.30 pm News. 9.35 pm News. 9.40 pm News. 9.45 pm News. 9.50 pm News. 9.55 pm News. 10.00 pm News. 10.05 pm News. 10.10 pm News. 10.15 pm News. 10.20 pm News. 10.25 pm News. 10.30 pm News. 10.35 pm News. 10.40 pm News. 10.45 pm News. 10.50 pm News. 10.55 pm News. 11.00 pm News. 11.05 pm News. 11.10 pm News. 11.15 pm News. 11.20 pm News. 11.25 pm News. 11.30 pm News. 11.35 pm News. 11.40 pm News. 11.45 pm News. 11.50 pm News. 11.55 pm News. 12.00 pm News. 12.05 pm News. 12.10 pm News. 12.15 pm News. 12.20 pm News. 12.25 pm News. 12.30 pm News. 12.35 pm News. 12.40 pm News. 12.45 pm News. 12.50 pm News. 12.55 pm News. 1.00 pm News. 1.05 pm News. 1.10 pm News. 1.15 pm News. 1.20 pm News. 1.25 pm News. 1.30 pm News. 1.35 pm News. 1.40 pm News. 1.45 pm News. 1.50 pm News. 1.55 pm News. 2.00 pm News. 2.05 pm News. 2.10 pm News. 2.15 pm News. 2.20 pm News. 2.25 pm News. 2.30 pm News. 2.35 pm News. 2.40 pm News. 2.45 pm News. 2.50 pm News. 2.55 pm News. 3.00 pm News. 3.05 pm News. 3.10 pm News. 3.15 pm News. 3.20 pm News. 3.25 pm News. 3.30 pm News. 3.35 pm News. 3.40 pm News. 3.45 pm News. 3.50 pm News. 3.55 pm News. 4.00 pm News. 4.05 pm News. 4.10 pm News. 4.15 pm News. 4.20 pm News. 4.25 pm News. 4.30 pm News. 4.35 pm News. 4.40 pm News. 4.45 pm News. 4.50 pm News. 4.55 pm News. 5.00 pm News. 5.05 pm News. 5.10 pm News. 5.15 pm News. 5.20 pm News. 5.25 pm News. 5.30 pm News. 5.35 pm News. 5.40 pm News. 5.45 pm News. 5.50 pm News. 5.55 pm News. 6.00 pm News. 6.05 pm News. 6.10 pm News. 6.15 pm News. 6.20 pm News. 6.25 pm News. 6.30 pm News. 6.35 pm News. 6.40 pm News. 6.45 pm News. 6.50 pm News. 6.55 pm News. 7.00 pm News. 7.05 pm News. 7.10 pm News. 7.15 pm News. 7.20 pm News. 7.25 pm News. 7.30 pm News. 7.35 pm News. 7.40 pm News. 7.45 pm News. 7.50 pm News. 7.55 pm News. 8.00 pm News. 8.05 pm News. 8.10 pm News. 8.15 pm News. 8.20 pm News. 8.25 pm News. 8.30 pm News. 8.35 pm News. 8.40 pm News. 8.45 pm News. 8.50 pm News. 8.55 pm News. 9.00 pm News. 9.05 pm News. 9.10 pm News. 9.15 pm News. 9.20 pm News. 9.25 pm News. 9.30 pm News. 9.35 pm News. 9.40 pm News. 9.45 pm News. 9.50 pm News. 9.55 pm News. 10.00 pm News. 10.05 pm News. 10.10 pm News. 10.15 pm News. 10.20 pm News. 10.25 pm News. 10.30 pm News. 10.35 pm News. 10.40 pm News. 10.45 pm News. 10.50 pm News. 10.55 pm News. 11.00 pm News. 11.05 pm News. 11.10 pm News. 11.15 pm News. 11.20 pm News. 11.25 pm News. 11.30 pm News. 11.35 pm News. 11.40 pm News. 11.45 pm News. 11.50 pm News. 11.55 pm News. 12.00 pm News. 12.05 pm News. 12.10 pm News. 12.15 pm News. 12.20 pm News. 12.25 pm News. 12.30 pm News. 12.35 pm News. 12.40 pm News. 12.45 pm News. 12.50 pm News. 12.55 pm News. 1.00 pm News. 1.05 pm News. 1.10 pm News. 1.15 pm News. 1.20 pm News. 1.25 pm News. 1.30 pm News. 1.35 pm News. 1.40 pm News. 1.45 pm News. 1.50 pm News. 1.55 pm News. 2.00 pm News. 2.05 pm News. 2.10 pm News. 2.15 pm News. 2.20 pm News. 2.25 pm News. 2.30 pm News. 2.35 pm News. 2.40 pm News. 2.45 pm News. 2.50 pm News. 2.55 pm News. 3.00 pm News. 3.05 pm News. 3.10 pm News. 3.15 pm News. 3.20 pm News. 3.25 pm News. 3.30 pm News. 3.35 pm News. 3.40 pm News. 3.45 pm News. 3.50 pm News. 3.55 pm News. 4.00 pm News. 4.05 pm News. 4.10 pm News. 4.15 pm News. 4.20 pm News. 4.25 pm News. 4.30 pm News. 4.35 pm News. 4.40 pm News. 4.45 pm News. 4.50 pm News. 4.55 pm News. 5.00 pm News. 5.05 pm News. 5.10 pm News. 5.15 pm News. 5.20 pm News. 5.25 pm News. 5.30 pm News. 5.35 pm News. 5.40 pm News. 5.45 pm News. 5.50 pm News. 5.55 pm News. 6.00 pm News. 6.05 pm News. 6.10 pm News. 6.15 pm News. 6.20 pm News. 6.25 pm News. 6.30 pm News. 6.35 pm News. 6.40 pm News. 6.45 pm News. 6.50 pm News. 6.55 pm News. 7.00 pm News. 7.05 pm News. 7.10 pm News. 7.15 pm News. 7.20 pm News. 7.25 pm News. 7.30 pm News. 7.35 pm News. 7.40 pm News. 7.45 pm News. 7.50 pm News. 7.55 pm News. 8.00 pm News. 8.05 pm News. 8.10 pm News. 8.15 pm News. 8.20 pm News. 8.25 pm News. 8.30 pm News. 8.35 pm News. 8.40 pm News. 8.45 pm News. 8.50 pm News. 8.55 pm News. 9.00 pm News. 9.05 pm News. 9.10 pm News. 9.15 pm News. 9.20 pm News. 9.25 pm News. 9.30 pm News. 9.35 pm News. 9.40 pm News. 9.45 pm News. 9.50 pm News. 9.55 pm News. 10.00 pm News. 10.05 pm News. 10.10 pm News. 10.15 pm News. 10.20 pm News. 10.25 pm News. 10.30 pm News. 10.35 pm News. 10.40 pm News. 10.45 pm News. 10.50 pm News. 10.55 pm News. 11.00 pm News. 11.05 pm News. 11.10 pm News. 11.15 pm News. 11.20 pm News. 11.25 pm News. 11.30 pm News. 11.35 pm News. 11.40 pm News. 11.45 pm News. 11.50 pm News. 11.55 pm News. 12.00 pm News. 12.05 pm News. 12.10 pm News. 12.15 pm News. 12.20 pm News. 12.25 pm News. 12.30 pm News. 12.35 pm News. 12.40 pm News. 12.45 pm News. 12.50 pm News. 12.55 pm News. 1.00 pm News. 1.05 pm News. 1.10 pm News. 1.15 pm News. 1.20 pm News. 1.25 pm News. 1.30 pm News. 1.35 pm News. 1.40 pm News. 1.45 pm News. 1.50 pm News. 1.55 pm News. 2.00 pm News. 2.05 pm News. 2.10 pm News. 2.15 pm News. 2.20 pm News. 2.25 pm News. 2.30 pm News. 2.35 pm News. 2.40 pm News. 2.45 pm News. 2.50 pm News. 2.55 pm News. 3.00 pm News. 3.05 pm News. 3.10 pm News. 3.15 pm News. 3.20 pm News. 3.25 pm News. 3.30 pm News. 3.35 pm News. 3.40 pm News. 3.45 pm News. 3.50 pm News. 3.55 pm News. 4.00 pm News. 4.05 pm News. 4.10 pm News. 4.15 pm News. 4.20 pm News. 4.25 pm News. 4.30 pm News. 4.35 pm News. 4.40 pm News. 4.45 pm News. 4.50 pm News. 4.55 pm News. 5.00 pm News. 5.05 pm News. 5.10 pm News. 5.15 pm News. 5.20 pm News. 5.25 pm News. 5.30 pm News. 5.35 pm News. 5.40 pm News. 5.45 pm News. 5.50 pm News. 5.55 pm News. 6.00 pm News. 6.05 pm News. 6.10 pm News. 6.15 pm News. 6.20 pm News. 6.25 pm News. 6.30 pm News. 6.35 pm News. 6.40 pm News. 6.45 pm News. 6.50 pm News. 6.55 pm News. 7.00 pm News. 7.05 pm News. 7.10 pm News. 7.15 pm News. 7.20 pm News. 7.25 pm News. 7.30 pm News. 7.35 pm News. 7.40 pm News. 7.45 pm News. 7.50 pm News. 7.55 pm News. 8.00 pm News. 8.05 pm News. 8.10 pm News. 8.15 pm News. 8.20 pm News. 8.25 pm News. 8.30 pm News. 8.35 pm News. 8.40 pm News. 8.45 pm News. 8.50 pm News. 8.55 pm News. 9.00 pm News. 9.05 pm News. 9.10 pm News. 9.15 pm News. 9.20 pm News. 9.25 pm News. 9.30 pm News. 9.35 pm News. 9.40 pm News. 9.45 pm News. 9.50 pm News. 9.55 pm News. 10.00 pm News. 10.05 pm News. 10.10 pm News. 10.15 pm News. 10.20 pm News. 10.25 pm News. 10.30 pm News. 10.35 pm News. 10.40 pm News. 10.45 pm News. 10.50 pm News. 10.55 pm News. 11.00 pm News. 11.05 pm News. 11.10 pm News. 11.15 pm News. 11.20 pm News. 11.25 pm News. 11.30 pm News. 11.35 pm News. 11.40 pm News. 11.45 pm News. 11.50 pm News. 11.55 pm News. 12.00 pm News. 12.05 pm News. 12.10 pm News. 12.15 pm News. 12.20 pm News. 12.25 pm News. 12.30 pm News. 12.35 pm News. 12.40 pm News. 12.45 pm News. 12.50 pm News. 12.55 pm News. 1.00 pm News. 1.05 pm News. 1.10 pm News. 1.15 pm News. 1.20 pm News. 1.25 pm News. 1.30 pm News. 1.35 pm News. 1.40 pm News. 1.45 pm News. 1.50 pm News. 1.55 pm News. 2.00 pm News. 2.05 pm News. 2.10 pm News. 2.15 pm News. 2.20 pm News. 2.25 pm News. 2.30 pm News. 2.35 pm News. 2.40 pm News. 2.45 pm News. 2.50 pm News. 2.55 pm News. 3.00 pm News. 3.05 pm News. 3.10 pm News. 3.15 pm News. 3.20 pm News. 3.25 pm News. 3.30 pm News. 3.35 pm News. 3.40 pm News. 3.45 pm News. 3.50 pm News. 3.55 pm News. 4.00 pm News. 4.05 pm News. 4.10 pm News. 4.15 pm News. 4.20 pm News. 4.25 pm News. 4.30 pm News. 4.35 pm News. 4.40 pm News. 4.45 pm News. 4.50 pm News. 4.55 pm News. 5.00 pm News. 5.05 pm News. 5.10 pm News. 5.15 pm News. 5.20 pm News. 5.25 pm News. 5.30 pm News. 5.35 pm News. 5.40 pm News. 5.45 pm News. 5.50 pm News. 5.55 pm News. 6.00 pm News. 6.05 pm News. 6.10 pm News. 6.15 pm News. 6.20 pm News. 6.25 pm News. 6.30 pm News. 6.35 pm News. 6.40 pm News. 6.45 pm News. 6.50 pm News. 6.55 pm News. 7.00 pm News. 7.05 pm News. 7.10 pm News. 7.15 pm News. 7.20 pm News. 7.25 pm News. 7.30 pm News. 7.35 pm News. 7.40 pm News. 7.45 pm News. 7.50 pm News. 7.55 pm News. 8.00 pm News. 8.05 pm News. 8.10 pm News. 8.15 pm News. 8.20 pm News. 8.25 pm News. 8.30 pm News. 8.35 pm News. 8.40 pm News. 8.45 pm News. 8.50 pm News. 8.55 pm News. 9.00 pm News. 9.05 pm News. 9.10 pm News. 9.15 pm News. 9.20 pm News. 9.25 pm News

THE ARTS



The Table Top 1928 by David Jones

Tate Gallery

David Jones and Ceri Richards

by ANTHONY CURTIS

There is a remarkable constancy informing the art of David Jones which is demonstrated by the retrospective exhibition of his work on show at the Tate Gallery, an honour he shares with Ceri Richards. In Jones's beginning was his end, and in his end was his beginning. Jones's beginning as an artist really came in 1921 when two events occurred which were to determine the shape of his life: he was received into the Roman Catholic Church and he went to live with Eric Gill and his family at Ditchling. He was an apt apprentice who learnt wood-engraving from his master, worked, as part of a dedicated group of artists whose craft was an expression of their faith, and for three years he was engaged to the artist's daughter Petra. But it soon became clear that David Jones possessed a more subtle gift than Gill, a more original sense of history and mythology. In Jones the carnal is never seen in isolation as it often is in Gill. The only exception to this is "Female Nude" (1928), a life-drawing of a model also drawn by Gill and Oliver Lodge, a work which interestingly Jones would not permit to be exhibited in his lifetime.

Even in an early wood-engraving "The Dove" (1927), one of the illustrations Jones made for The Chester Play of the Deluge, the forms, the bird in the centre over-shadowed by the enormous olive-branch in the foreground, have a fluidity of line and dramatic unexpectedness which is some distance from the geometrically struc-

tured world of Eric Gill; just as many years later Jones's interest in lettering, which he owed originally to Gill, resulted in work with a medieval lapidary quirky flavour, in contrast to the work of the great typographer. There is a fascinating selection of Jones's inscriptions of Latin and Welsh texts, spiritual and secular, in the exhibition.

The engagement to Petra was eventually terminated, but not before Jones had made several portraits of her and her sisters (one of them the year after her marriage to Denis Tegemeier in 1930), and had stayed with the Gills when they moved in 1924 to north of Aberavon. The undulations of the Welsh hills and the sweeping curves of its coastline became reflected in Jones's work and released one and for all his gifts as a painter. Water-colour with its inherent attributes of delicacy and luminosity became his chosen medium, although his rare experiment with oil, such as "Siphon and Silver" (1930), show the same purity of tone, and make one wish for more from him in this genre.

In 1928 he became a friend of Ben Nicholson and through him a member of The Seven and Five Society with Nicholson and his wife Winifred, Henry Moore, Barbara Hepworth, Christopher Wood and John Piper. From now on the rich versatility of his gift emerges in the wide range of subject matter contained by his paintings, which for all their

arabesques of line and abstruse iconography were always rooted in the representational. The exhibition offers a generous selection of portraits, still-lives, interiors, landscapes, seascapes, allegorical setpieces, all of them stamped with the typical David Jones exquisite tremulous, lightness of touch, the radiant browns and greens and reds of his soil-based colour-schemes, set off by bare areas of white. No one ever depicted a snowy, stiffly laundered, plain tablecloth better than Jones (see "The Queen's Dish," 1932).

It was in the 1930s that he suffered the first of his breakdowns which meant that although he had a talent for friendship his life began to take on the character of that of an artist-invald, who rarely emerges from his room full of papers, sketches and letters into the light of day. The war was a good period for him creatively, but afterwards in 1947 he had a second more serious breakdown, and lived in a nursing-home in Harrow. William Blisset, Professor of English at the University of Toronto, was one of those who made the pilgrimage to Harrow to see Jones during this period, and corresponded with him when back in Canada.

Professor Blisset kept careful records of the conversations and the letters he received from the artist. Now in The Long Conversation: A Memoir of David Jones (Oxford \$9.75, 158 pages) he uses these to give an interesting portrait of the sage-like David Jones of the 1960s and early 1970s. Their talk ranged freely over people,

painting, and poetry. Thus the book gives us insight into the other aspect of David Jones's versatility inevitably not much covered by the exhibition (though there are some sheets of MSS on view), his career as a writer, author of *In Parenthesis*, *Anathema*, *The Dying Gaul*. His abiding sense, both as painter and poet, that all time is eternally present makes his work central to the modern consciousness.

The first impression to be gained from the Ceri Richards exhibition in the same section of the gallery is of an artist whose work bears a distinct imprint of the masters who were his contemporaries. A touch of Picasso in "The Female Contains All Qualities" (1938), of Sutherland in "Blossoms" (1940) of Matisse and Bonnard in the Richards' joy in bright, ringing patches of colour. But this immediate impression is really a superficial one: Ceri Richards was at heart his own man with a core of vision totally unswayed by passing painterly fashion. He was particularly successful in painting works that were saturated with other arts, especially music and poetry. As his major series of canvases, "La Cathédrale Engloutie" on show here testifies, he made the story of the submerged cathedral of Ys, in Breton Legend said to send carillons of sound through the waters engulfing it, as much his own as Debussy's music which inspired the paintings.

Both these rewarding exhibitions remain open until September 6.

Buxton Festival

The Secret Marriage by MAX LOPPERT

The second Buxton Festival last year, presented a splendid Shakespearean operatic double—Thomas's *Hamlet*, the Berlioz *Beatrice and Benedict*—and landed in serious financial difficulties, at least part of which was a consequence of the unfamiliar selection. This year, the festival plays safer. The theme is Garrick (who had connections with the area: he was a frequent visitor to Chatsworth). And the single opera is Cimarosa's *Matrimonio segreto*, which the librettist Bertati adapted from the Garrick-Colman play. One might regret that it had to be Cimarosa, or rather this Cimarosa, to restore the festival to financial health; yet in the event Buxton's way with him, in a new translation by the producer Malcolm Fraser and Eric Roberts, has occasioned a charming and ingenious diversion, and regret is much mollified.

With so many more substantial operas, which could provide a bounty of "themes," by Handel, Rameau, Gluck, and Rossini waiting for the attention of just such a festival as Buxton, one was in danger of entering the theatre with opinions predetermined. *Il matrimonio segreto* is not by Mozart. That is no fault of Cimarosa's, nor was it that in his day he was so much the more admired theatre composer. But until the listener has so speak, set his sights at the proper level of the music, the parallels with *Figaro* and especially *Costi* that continually force themselves may lead to dissatisfaction, even irritation, with the polished thinness of Cimarosa's invention. One passage alone—the accompanied recitative, in Act 2, for the heroine Carolina—temporarily broadens the emotional range. For the rest, the fluent succession of *batteringly shaped arias* and deftly played ensembles, whose melodies gratify without leaving any memory residue, is a demonstration of the highest opera buffa professionalism of the day, untouched by transcendent and transforming genius.

Buxton's success is to have created a staging that makes more of Cimarosa than his music entitles an audience to expect. The comedy is returned to its original London setting, the presence in the cast of Renato Capocci necessitates retaining the Italian nationality of Cerimmo, who therefore becomes an Italian Londoner of long residence and considerable pros-

perity. The loose ends left thereby (why is his sister Fidalma not, equally Italian?), matter little, and the prettily stylized playing by almost all of the cast, which draws a credible and distinctive reality from such a transplantation, matters much. Peter Rice has come up with one of his most delightful stage designs—a multi-chambered, upstairs-downstairs single unit—and the ease with which the action roams about it (with relatively few diffusions of contact with the pit at Saturday's opening performance) bears out the wit and intelligence behind the enterprise. Not every rhyme in the translation is a true one, though the tone is effectively sustained.

To have Capocci, a great Italian *buffo*, in the cast is good fortune; to hear him in a

wonderfully clear and flavour-some brand of English, and watch him expounding the *encyclopaedic range* of his facial and vocal expression, constitutes in itself an authentic festival experience, though he never occupies the stage as though it were for his benefit alone. This affords a firm centre point for a predominantly young group of players—Ann Howard as an unusually handsome and unexaggerated Fidalma is its only other member of substantial experience.

Lesley Garrett, though her very individually coloured soprano sometimes failed to do her bidding, makes a Carolina of enchanting high spirits, curly-haired and fresh-faced; Rita Cullis, in admirably even and assured voice, resists the temptation to play her elder

sister Elisetta as a pantomime dame. Two young American debutants, Harry Dworkhak (Lord Robinson) and Jeffrey Stamm (Paothos), seemed more efferent in their command of the comedy, though the presentation of a ruly-poly romantic hero was by no means disastrous, and Mr. Stamm's strong lyric tenor needs only a more rounded, caressing employment. The Manchester Camerata under Anthony Rose, having stained their reputation during the overture, did much to restore it thereafter. Five more performances, in a festival schedule also rich in recitals and readings, boosted by a Garick exhibition at the art gallery and a suitable collection of morning lectures. Need I extol yet again the pleasures of this most festive festival town?



Rita Cullis, Renato Capocci and Ann Howard

COMPANY NOTICES

KONISHIROKU PHOTO INDUSTRY CO. LTD.

NOTICE TO EDR HOLDERS
Further to notice dated April 24 and July 14, 1981, The Chase Manhattan Bank (N.A.) announces that the year-end cash dividend of Yen 3.75 per share has been converted into 100 new shares of 100 Yen each. The conversion of the dividend into new shares will be completed by September 1, 1981. The conversion of the dividend into new shares will be completed by September 1, 1981. The conversion of the dividend into new shares will be completed by September 1, 1981.

THE CHASE MANHATTAN BANK, N.A., London, is Depository.

July, 1981

MULTI-TRUST FUND S.A.

Société Anonyme, Luxembourg, 37, rue Notre-Dame, R.C. Luxembourg B 4478

Dividend Announcement

At the Annual General Meeting of July 7th, 1981, shareholders decided the payment of a dividend of US\$ 0.28 per share on or after July 31st, 1981 to shareholders of record on July 7th, 1981 against surrender of coupon No. 12.

By order of the Board, The Secretary

July 1981

NOTICE TO BOND HOLDERS

REPUBLIC OF ICELAND

12,000,000 European Units of Account 91% 1976/1986 Bonds

Pursuant to the provisions of the Purchase Agreement, the Bonds for a principal amount of US\$ 350,000,000 have been purchased during the twelve-month period commencing July 15, 1980.

Amount outstanding: US\$ 11,400,000.

The Fiscal Agent, KREDITBANK SA Luxembourg

July 27, 1981

LJUBLJANSKA BANKA

SUS 30,000,000.00, FLOATING RATE

NOTES DUE 1985

For the six months, July 21, 1981 to January 20, 1982, the notes will carry an interest rate of 13.4% per annum.

The interest due January 21, 1982, against Coupon No. 7 will be SUS 1,000,000.00 and will be computed on the actual number of days elapsed (184) divided by 360.

THE PRINCIPAL PAYING AGENT SOCIETE GENERALE ALSCANIE

15, Avenue Emile Reuter, LUXEMBOURG

CLUBS

EVE has outlived the others because of a policy of fair play and value for money.

Open from 10-3.30 am. Disco and top music. 65, Dean Street, London, W1. NEW EROTIC CLUBS

11-3.30 am. Shows at midnight and 1 am. Mon-Fri. Closed Saturdays. 01-437 6453.

APPOINTMENTS

SULTANATE OF OMAN

DIRECTORATE GENERAL OF FINANCE

P.O. BOX 506

MUSCAT / SULTANATE OF OMAN

SENIOR ANALYST/PROGRAMMER

OFFERED: Tax-free package comprising: free furnished accommodation — annual return air passage to home country — 48 days' annual leave — utility allowances — gratuity (minimum two years' service) — one-year contract (renewable). Salary negotiable.

REQUIREMENTS:

(1) BACKGROUND: Degree standard education or equivalent. Ability to train and supervise. Adaptable personality including ability to work with first-time users. Facility in Arabic language a big advantage.

(2) EXPERIENCE: Minimum five years IBM 370/4300. DOS/VS(E). Power, CICS, 3270 IDS. Extensive COBOL. Wide experience of ON-LINE application and IBM computers software and plug-compatible peripheral equipment, particularly terminals.

The Directorate General of Finance has an IBM 370/115 running under DOS/VS. It is installed in early 1978 and upgraded in mid-1980 to take CICS/VS and the 3270 IDS. Due to expanding T/P applications a 4331 model 2 and two terminals are due for installation in early 1982. An experienced professional is needed to assist in maintaining the systems development momentum. Longer-term future acquisitions of hardware will not necessarily be of IBM manufacture and the introduction of plug compatible equipment is likely.

Educational/experience certificates are required.

NB: ONLY A COPY OF THE APPLICANT'S LETTER SHOULD BE SENT TO:

Mr. H. H. K. Al-Hassani

Diplomatic Attaché

Embassy of the Sultanate of Oman

64 Ennismore Gardens

London SW7

July 1981

LEGAL NOTICES

IN THE MATTER OF THE COMPANIES ACT 1948 AND IN THE MATTER OF ALLEN & GREAVES LIMITED (in Creditors' Voluntary Liquidation)

NOTICE IS HEREBY GIVEN pursuant to Section 299 of the Companies Act, 1948, that a General Meeting of the Members of the above-named Company will be held at the offices of Floyd Nash & Co., 218 Strand, in the City of Westminster on Thursday, the 27th day of August, 1981, at 10.45 a.m. to be followed at 11.00 a.m. by a General Meeting of the Creditors for the purpose of receiving an account of the Liquidator's Acts and Dealings and of the conduct of the Winding-up to date. Dated this 20th day of July, 1981. R. E. FLOYD, Liquidator.

IN THE MATTER OF THE COMPANIES ACT 1948 AND IN THE MATTER OF CHARTER CONSTRUCTION CO. LIMITED (in Creditors' Voluntary Liquidation)

NOTICE IS HEREBY GIVEN pursuant to Section 299 of the Companies Act, 1948, that a General Meeting of the Members of the above-named Company will be held at the offices of Floyd Nash & Co., 218 Strand, in the City of Westminster, on Thursday, the 27th day of August, 1981, at 3.00 p.m. to be followed at 3.15 p.m. by a General Meeting of the Creditors for the purpose of receiving an account of the Liquidator's Acts and Dealings and of the conduct of the Winding-up to date. Dated this 20th day of July, 1981. R. E. FLOYD, Liquidator.

ROYAUME DU MAROC

OFFICE NATIONAL DE L'EAU POTABLE

DIVISION DES GRANDS AMENAGEMENTS

AVIS DE CONCOURS INTERNATIONAL

ETUDE GENERALE ET DE FACILITE D'ALIMENTATION EN EAU POTABLE DE LA ZONE COTIERE COMPRISE ENTRE KENITRA ET SAI

Le Directeur Général de l'Office National de l'Eau Potable (ONEP) porte à la connaissance des soumissionnaires que le date limite de réception des plis fixée initialement au 22 Juillet 1981 est reportée au 3 Septembre 1981 à 12 heures.

Roundhouse

Electric Phoenix by ANDREW CLEMENTS

The first of this season's Roundhouse Proms was given by the vocal group Electric Phoenix. Their blend of amplified voices and electronics has become a familiar sound in London contemporary music in recent years, and with familiarity has come a growing awareness of the virtues and dangers of the medium. What it can do is provide a composer with an immediately fresh sound world, invariably in a gratifying, equally it can foster creative indulgence, allowing technical means to take over when imagination fails.

Electric Phoenix have shown themselves well-aware of the dangers of narrowness in this repertory doing all they can to encourage new works for the medium. One of the most successful of their commissions to date has been Henri Pous-

seur's *Tales and Songs from the Bible of Hell*, a vivid half-hour which they introduced three years ago. For Sunday night's concert the BBC commissioned from Pousseur another piece and the result, *Agonie*, for four singers, percussionist and sound projection is very much a companion to the *Tales and Songs*. It employs the same time-scheme and is based on the same madrigal by Dowland, heard more or less complete at the outset when the singers throw dice to determine the ordering of the structure, and surfacing from time to time throughout the work.

The result, however, is less impressive. The work is concerned with death, representing a gradual progression for life to extinction; the composer calls it "my 27-minute dimpuendo." The snatches of text

are taken from Blake, e.e. Cummings, Dylan Thomas and the Tibetan Book of the Dead; at crucial moments the singers are required to recite the names of departed people, friends or public figures. Yet all is cocooned in a welter of synthesized sound, and too often the effect is cluttered and inchoate. There are moments, inevitably, when Pousseur creates a memorable aural image: the final section, an enormously prolonged last gasp as it were, if perfectly timed. But in total the work seems only an approximation of a poetic concept.

The rest of Electric Phoenix's programme was more familiar.

Roger Marsh's *Not a Soul but Ourselves*... is the more effective of the two of his works in their repertoire, but its clichéd vocal writing and debt to *Pinnegan's Wake* suggest a modishness that inevitably arouses suspicion. Nigel Osborne's uncompromising setting of a translation of extracts from Anna Akhmatova in *Poem Without a Hero* manages to avoid cliché, though a revised version with added instruments (flute, violin/viola, oboe and cello) hardly seems to improve upon the original, save for a thickened texture here and there. William Brooks's *Madrigals* has quickly become the group's party piece.

NYT on the offensive

by ANTONY THORNCROFT

On August 18 the National Youth Theatre celebrates the start of its 25th season with a production of Jonson's *Bartholomew Fair* at the Shaw Theatre, to be followed by two plays by Shakespeare, *Richard II* and *The Taming of the Shrew*, and two by Peter Terson, who for many years was almost the NYT's official playwright. The revival of his *Zigger Zagger* production and *Good Lads at Heart* will also be presented.

In addition *Romeo and Juliet*, *None But Friends* (a new play based on the Peasants' Revolt), and *Vacances* will run at the Jeannette Cochrane Theatre. There will also be workshops at Haverstock School.

Founder and director Michael Croft is mounting this ambitious programme partly to celebrate his 25 years at the National Youth Theatre and partly to cock a snook at the Arts Council proving that he can attempt to survive without its £18,000 grant, which was withdrawn this year on the grounds

that the NYT was amateur and that rare resources ought to go to professionals. The council also anticipated that the Youth Theatre more than the other clients it dropped should find it easy to find a commercial sponsor.

But 1981 has seen more caution from companies about arts sponsorship. In a recession they are reluctant to make financial commitments to the arts, and although the NYT has got very close to some very large banks and oil companies, in the end no link has been forged. Michael Croft is quite prepared to co-operate all down the line with a sponsor willing to inject around £50,000 into the NYT. Since it has most of the attributes that sponsors like—a youth angle, a reputation, international tours—it is rather surprising that it still awaits an amiable Big Brother. A stronger financial base is also needed to ensure that it retains its lease at the Shaw Theatre which is being reviewed by Camden Council later this year.

THIS SUMMER WE'LL PAY FOR YOUR WIFE'S STAY IN THE STATES.

New York's Barclay Inter-Continental and San Francisco's Mark Hopkins Inter-Continental are two of America's great hotels. And right now, they're a very special value as well. Throughout July and August, at either hotel, you can get a deluxe room for two at the regular single room rate—US \$100 per night plus tax. That means two people can stay for the price of one. So you can both discover why, in the U.S. and around the world, the most demanding travellers choose Inter-Continental.

INTER-CONTINENTAL HOTELS

For reservations call and ask for Mr. "This is One Program" In London 01-497 781, in Paris 01-7544, in Frankfurt 0691 222225. Or call your nearest Inter-Continental or Pan-Am sales office anywhere in the world.

FINANCIAL TIMES

BRACKEN HOUSE, CANNON STREET, LONDON EC4A 3DF

Telegrams: Finantime, London P24. Telex: 8954871

Telephone: 01-245 3800

Tuesday July 28 1981

Pricing people into jobs

WITH THE announcement of its long awaited proposals for alleviating youth unemployment, the Government has added a vital item to its package of economic measures. An economic strategy which was intellectually coherent, but beginning to look increasingly beleaguered, may now have a better chance of continuing to command public support. For there can no longer be any doubt that the Government does take unemployment very seriously and that it is prepared to take strong steps, even ones which conflict in some ways with its non-interventionist principles, to assist the victims of unemployment.

The rate of spending on a programme may be a poor guide to its real effectiveness. But the fact that the Government is prepared to spend an additional £400m-£500m in 1982-83 on the measures it announced yesterday does underline the high priority which Ministers have accorded to the problem of unemployment.

The Government will be offering every school-leaver who remains unemployed by Christmas a place on the Youth Opportunities Programme and will be repeating this offer for next year's even larger batch of school leavers. This suggests that the social problems connected with youth unemployment, though grave, will not be allowed to multiply out of control.

Confidence

Even the prospect that total unemployment may reach 3m has done less to undermine public confidence in the Government's economic policies than the grim knowledge that one out of two school leavers now move directly from the classroom to the dole queue. In a period of deep recession, there is a danger that they will become seriously alienated from society before a job becomes available. Carefully targeted programmes are likely to make a greater impact on the size of the dole queues than general reflationary measures of comparable size.

In terms of their scope and their general thrust, the Government's measures seem to be about right. As for the detail of the programmes, there are grounds both for enthusiasm and concern.

The proposal, apparently first devised by the Prime Minister's personal economic adviser, Professor Alan Walters, to subsidise employers willing to offer young people jobs, provided

The East-West dialogue

IT HAD been hoped that the Madrid conference on the Helsinki Final Act would end last winter. But the conference has dragged on and today is due merely to adjourn until October. It is tempting to see this adjournment as little short of a breakdown: after all, East-West relations are at one of their lowest points for 20 years, providing an unwelcome atmosphere for negotiations on matters as delicate as human rights and disarmament. Yet much has been almost achieved in Madrid and could be finalised by the end of the year. Whether it will be depends crucially on the course of U.S.-Soviet talks on nuclear weaponry.

Madrid has seen the West getting tough in areas where the Soviet Union violates the Helsinki Final Act. When that Act was signed six years ago the West obtained the right to monitor human rights developments in exchange for accepting "the inviolability of frontiers" in Europe, which, in effect, meant confirming the division of Germany. The value of the first half of that bargain has been strikingly reaffirmed, a point which dissidents in Eastern Europe see as particularly important.

The negotiations in Madrid have also begun to extend the activities influenced by the act. Texts have been virtually agreed which deal with terrorism, allow for a follow-up on human rights, and emphasise freedom of religion and the rights of groups monitoring observance of the Helsinki accords. In the matter of East-West trade businessmen are to be assured better access to information and to their final customers, freeing them slightly from the grip of the state trading houses in Eastern Europe. Other planned changes involve greater rights for engineers working on projects in, say, the Soviet Union. The West has also extracted promises that family reunifications will be made easier and a move which cuts both ways—visa procedures smoothed and appeal allowed against visa refusals.

Perhaps most important, progress has been made towards a conference on disarmament. For the Soviets this conference has

become one of the central issues of the Madrid meeting. They have made clear that they will only accept the wider human and commercial obligations if agreement is reached on a terms of reference for the disarmament conference.

The 35 countries taking part in the Madrid meeting have agreed that the conference should be a two-stage process. The first stage would deal with wider "confidence building measures" such as notifying all movements of, say, divisions out of garrisons. This alone would be a major step forward, while the second stage would deal with disarmament itself.

Agreement has been reached on three elements of the terms of reference for this conference. The confidence building measures, to use the jargon of Madrid, should be militarily significant, verifiable and mandatory. Still to be settled is the zone where these measures would be applied. Russia has agreed to Western demands that the zone would include all its territory up to the Urals. But it has rejected a counter-offer to include air and sea space adjacent to Europe in the Western zone.

Western governments suggest that Russia may be hoping to use the pause in the Madrid conference to try to exploit the differences in the West over how to deal with Moscow. Certainly, these differences exist and indeed provide one further reason why Madrid must be taken seriously. It is an example of East-West negotiation which Western governments can hold up as proof of their commitment to détente when confronted by critics of NATO plans for missile deployment in Western Europe, or by the vigorous disarmament movements of today.

The advances almost achieved are a tribute to the value of the Helsinki process. If promise is to turn into reality the U.S. must press ahead with the commitments it has made for arms control talks with the Soviet Union. For without a dialogue on weapons between the superpowers there is little prospect of the European disarmament conference which has become the stumbling block in Madrid.

WHATEVER happens to the fragile ceasefire between Israel and the Palestine Liberation Organisation, one thing at least is clear: the Arab world is now angrier with Israel, and the United States, than at any time since the ending of the October war in 1973.

Israel's destruction of Iraq's nuclear reactor last month and its bombing of Beirut this month have sharply raised the temperature throughout the region. Even Jordan, once a lynchpin of U.S. strategy in the area, has publicly renounced its unwritten alliance with Washington. From now on, said Crown Prince Hassan last week, "our policy has changed from educational to confrontational."

No single country has been placed in a more invidious position than Saudi Arabia, now pumping nearly half of all Opec's oil. It is too, is angry with what it sees as the failure of the U.S. to curb Mr Menachem Begin, the truculent Israeli Prime Minister. The Kingdom's rulers now fear that they will be unable to withstand increasing pressure from other Arab states to unleash the oil weapon to force Washington to think again about Israel.

Meanwhile, there is President Sadat of Egypt. Still ostracised by the rest of the Arab world, he, too, has been profoundly embarrassed by Israel. Although he continues to blame Syria as much as Israel for the current crisis in the Lebanon, his commitment to peace within the framework of the Camp David accords could yet be seriously weakened.

But along with this, Arab anger there is also a large measure of desperation. For now at least Egypt is still committed to peace. Iraq, bogged down in the quagmire of an inconclusive war with Iran, is in no position to fight another war. Syria is preoccupied not only with the situation inside the Lebanon, but also with internal political and economic problems.

As a result the Arabs know more starkly than in the past that they have no chance of launching a war they can win. This is a dangerous situation and the existence of the oil weapon makes it doubly so. Mounting hostility to Washington means another opportunity for Moscow and further dangerous tension in the East-West relationship.

None of this seems to worry Mr Begin. President Reagan's refusal to deliver four F-16 fighters may have concerned him a little. He may also have been aware that American public opinion has been very critical of the bombing of civilian targets in Beirut. But Mr Begin clearly intends to press on with his immediate aim: to drive the PLO out of the range of Israeli civilian targets, at the very least.

He may therefore, only be awaiting some breach of discipline by a Palestinian field commander or a deliberate attempt to break the ceasefire by one of the extremist splinter groups outside the fold of the PLO before taking up the cudgels again.



Israeli soldiers prepare shells for firing across the border

The buffer occupied by the Lebanese Christian militia under the nominal command of Major Saad Haddad and the UNIFIL forces stationed in the south of Lebanon since the Israeli invasion of March 1978 is not wide enough now that the guerrillas have been supplied with a longer-range rocket launchers and artillery.

Security considerations, however, are only one aspect of the

An opportunity for Moscow in hostility towards Washington

Israeli campaign. Equally vital, perhaps, is the objective of once-and-for-all bringing about the suppression of a movement that challenges Israel's legitimacy and its hold on the occupied West Bank and Gaza Strip.

In practice, the Israeli Government is well aware that the chances of the Palestinian resistance movement being suppressed in the Lebanon, let alone expelled, is remote unless the Maronite Christians dominate the area.

Israel is still determined nevertheless, to "neutralise" Lebanon. To do this, it must not only cut the PLO down to size, but also drive Syrian forces out of the country.

Israel's support for the Phalangists of Lebanon—the unchallenged Maronite Christian paramilitary group—has little or nothing to do with Mr Begin's avowed concern about protect-

ing this particular minority (probably a little over a quarter of Lebanon's 2.5m resident population). Rather, support for them has been a means of preventing Syria from asserting its control over the country. Mr Bashir Gemayel, the Phalangist military commander, has now apparently responded to pan-Arab efforts to bring about a settlement among Lebanon's factions by undertaking to sever the party's links with Israel. It is difficult, however, to see Major Haddad renouncing his role as Israeli pro-consul in the south.

It was Syria's confrontation with the Phalangists which led early in May to the Syrian president's decision to place long-range surface-to-air missiles in the Beqaa Valley. Since the destruction of the Iraqi nuclear reactor Mr Begin has been happy to let that crisis, one very much related to his unrelenting war against the Palestinians, subside.

But Israel's demand for the removal of the missiles and recognition of Israel's "right" to overfly Lebanon still stands. The issue could re-emerge in high and dangerous profile at any time. The Israeli leadership is well aware that the best way to weaken Syria's grip on the Lebanon or to loosen it altogether would be to submit President Assad's regime to a crushing and humiliating defeat.

If he deemed the moment ripe and Washington was prepared to turn a blind eye, Mr Begin might still be tempted to find a *cursus belli* or an excuse for "pre-emptive" action. Ironically, the Palestinians,

despairing of any political solution to the main Arab-Israeli dispute which would give them statehood on their own terms, feel that they can only gain from the escalation of the confrontations.

Before Israel's general election last month, Mr Yasser Arafat, chairman of the Palestine Liberation Organisation, asserted: "For us it is better to have Begin because Begin uses America's iron fist without any gloves while Peres uses the same fist covered in silk."

Victory at the polls for Begin would give "the Arab nation a salutary shock," he suggested. It did. Last week Mr Arafat triumphantly exulted that "the war between the Palestinians and Israel has begun."

In agreeing to the "int'l" in hostilities, the Palestinians may have been under pressure from both Syria and Saudi Arabia. They may also have been relieved at the chance to re-arm and regroup after the "battering" they have received.

The arrangement negotiated by Mr Philip Habib, President Reagan's special envoy, implied—whatever Jerusalem might say—some hint of Israel doing a deal indirectly with the PLO and thereby a modicum of recognition.

The PLO will also derive satisfaction from the fact that the majority of Arab states—with the outstanding exception of Egypt and Sudan—have in varying degrees expressed opposition to American policy.

Their hope now must be that Washington's approach to the Middle East problem can be significantly modified as a result

of the tensions created by the latest cycle of Arab-Israeli violence, the threat to Western interests in the region, and the revival of serious talk of an oil embargo directed at the U.S.

Syria, too, has profited to some extent from Israel's aggressive tactics. Until it became exposed to the danger of direct Israeli attack in the spring, it was uncomfortably isolated in the Arab world. Its peace-keeping role in the Lebanon, originally blessed by the Arab League in 1976, had come under increasing criticism but has now received new endorsement.

But President Assad's credibility was gravely weakened by his impotence in the face of the Israeli attack on the Palestinians. And it is a measure of his apprehensions that he agreed to—or possibly asked for—the joint Soviet-Syrian naval manoeuvres off his country's coast earlier this month. Politically he cannot contemplate an abrupt withdrawal from the Lebanon or the suppression of the PLO. Yet he above all, knows that any war with Israel would have uncertain and hazardous consequences for his regime.

King Hussein of Jordan came out in opposition to Syria's attempt to impose a political solution in Lebanon. But he has spoken increasingly of his loss of faith in American policy as a result of the Israeli attack on Iraq's reactor. His visit to Moscow in May—and subsequent support for the Soviet call for a Middle East conference—underlined his view that U.S. policy in the Middle East is now more or less synonymous with that of Israel.

Any lingering—and illusory—hope in Washington that Jordan might yet be induced to play a role in establishing a form of autonomy for the Palestinian inhabitants of the West Bank and the Gaza Strip, as envisaged by the Camp David accords which laid the

Some hint of Israel doing a deal with the PLO was implied

basis for the Egyptian-Israeli peace treaty, must now have evaporated.

America's most important friend in the region, Saudi Arabia, which is dependent on it for its security in the last resort, has been placed in a peculiarly awkward predicament.

The Kingdom's special relationship with the U.S. was severely strained by the overflight of its territory by Israeli aircraft on their Baghdad mission. It became further distorted this month as Israel's pursuit of the guerrillas appeared to be deliberately aimed at undermining Mr Habib's patient diplomacy.

The Saudis can offer financial inducements to both Syria and the PLO and they have a vested interest in the stability of the Lebanon. Yet Riyadh fears most the mounting pressures on the conservative Arab oil producers

to unseat the oil weapon. Characteristically inscrutable, it has remained silent on the issue. Yet, in the long term it, along with the other traditional regimes of the Gulf, can only be weakened by the U.S. Administration's lack of control over Israel.

Speaking on their behalf in the wake of the bombing of Beirut, Mr Abdullah Bishara, secretary-general of the Gulf GO

Syria has profited from Israel's aggressive tactics

operation Council, described Washington's treatment of the Arab world as humiliating.

Finally, there is Egypt. Such was the shock caused by the bombing of Beirut that even President Sadat saw fit to offer the dispatch of medical teams to attend the wounded. The raid on the Iraqi reactor came just three days after a summit meeting with Mr Begin. President Sadat made no comment, but his silence was a joint communiqué with President Jafar Nimr of Sudan said that Israel's "aggression" committed "a threat to peace and stability in the area." The Egyptian President has shown no signs of reneging on the peace treaty with Israel and insists that Syria remains primarily responsible for the Lebanon's crisis. He has also insisted that he will do anything that the return of the host of the next April, as scheduled. But his adherence to the peace process within the context of the Camp David accords could weaken, as he is vulnerable to criticism at home.

Israel's rapid drift towards confrontation, rather than accommodation with the wider Arab world over the Palestinian issue, has thus far shown some restraint in not seeking more actively to polarise the situation.

It has made it clear, for instance, that its defence obligations towards Syria under the treaty signed last summer do not extend to any conflict in the Lebanon. The Kremlin is probably more than content to sit back and watch the U.S. destroy its own interests in the region. Yet, the only real maintenance of its position, it would have to take very seriously any head-on military conflict that might develop between Israel and Syria.

The White House may, by now regret that it did not work out a more positive formulation of its Middle East policy well before the Israeli general election.

The Lebanese crisis must, at least, have disturbed the conviction about the need to give primacy to the Soviet threat to the region and, in particular, the Gulf, rather than the Palestinian issue.

Support for Mr Begin's Government may now be less uncritical. It is unfortunate that Israel, in the process, has immeasurably sharpened the hostility of the Arab commonwealth.

MEN AND MATTERS

What goes up?

"I'm not very used to opening escalators," remarked Professor Roland Smith, pausing before Harrods' waterfall-decked, marble-faced array of moving staircases. But with a decisiveness developed in a multitude of boardrooms all over Britain he seized the golden scissors, snipped the tape and bounded on to the first flight, the proud possessor of the first of 200 ornamental certificates awarded to yesterday's pioneering travellers.

Harrods dominates the escalator history of Great Britain, of course, having installed the first (along with smelling salts and brandy for the nervous) 83 years ago. However, as we glided gently upwards, it was hard not to feel that the store's publicity machine was over-revealing somewhat.

With Tiny Rowland's Lomhro breathing down the neck of the parent House of Fraser, it looks as though Harrods is missing no chance to bang its drum. Now the Knightsbridge men promise a "project of enormous benefit to generations of shoppers to come," a £5.5m plan to convert office space on the fourth floor to a new 2,000 sq ft of selling area. By 1985 this will allow departments to be shifted to permit a 30 per cent increase in the size of Harrods' famous food halls.

By then, of course, the boss cutting ribbons and checking the takings of the new floor "devoted to the leisure lifestyle of the 1980s and 1990s" could be Tiny Rowland. On Sunday, after all, the Lomhro-owned Observer announced that the Monopolies Commission would give a qualified go-ahead for the take-over of House of Fraser.

But yesterday Roland Smith dismissed this claim. All the Commission had done so far was ask questions, not give any hints of its decision. Smith is preparing to give his last batch of evidence today. What would be arguing? The professor was taciturn, but it seemed that

the Commission would not be left unaware of Fraser's belief that Lomhro had broken its 1979 pledge, given to the Commission at the time of the SUITS investigation, to avoid "materially influencing" House of Fraser policy.

Set and match

"When every one is somebody, then no one is anybody," the Gondoliers refrain was taken up by John Gillum yesterday to explain his departure from Samuel Montagu, where he has been head of corporate finance and a deputy chairman, to join the newly-recruited Michael Richardson at N. M. Rothschild.

Gillum has been with Samuel Montagu for the past nine years, ever since he was poached from Kleinwort Benson. But he has clearly been unsettled since Philip Shelbourne quit to be chairman of BNOC.

Of SM's five deputy chairmen, he was the favourite to get Shelbourne's post. Instead the bank brought in Stefan Gadd from Scandinavian Bank and the five were left as they were while Gadd got on with building up the international and capital sides of SM.

Gillum will not have any particular title at Rothschild's but he says: "I'm no loner. I need to be with someone with whom I have a total ability to communicate."

Richardson, who moved to Rothschild's from Cazenove's last month, is a close personal friend. Their new pairing, Gillum suggested modestly, could be regarded as "a seeded pair in the men's doubles." It would be difficult to find a higher seeding.

Gillum's list of corporate finance deals makes an impressive roll-call: Trafalgar House for Trollope and Colls, the NCR sterling merger (first of its kind), Allied Breweries bid for J. Lyons, the Bland Payne/Sedgwick Forbes merger and disinvestment, Tom Cowie's struggle with George Ewer, a clutch of deals for Jimmy Gulliver of Argyle Foods, and

most recently the Chloride reconstruction.

With Gillum gone, his deputy for the past few years Ian McIntosh will be the new head of corporate finance back at SM.

Thames trader

With all the derring-do of a man recently returned from developing the dark continent, Vivian Craddock Williams is taking on one of the old world's last great challenges—establishing a profitable river-bus service on the Thames.

"After eight years in Zambia where I've travelled on some pretty rough rivers, I think I should be able to cope with the Thames," he told me yesterday.

Nevertheless, I reminded him, the Thames has its crocodiles too—not least the notorious bilharzia-ridden swamps of GLC bureaucracy, the snapping predators of Port of London regulations and the epidemic of sleeping sickness that has in the past swept through Londoners when offered a chance to bring the river to life.

Remember the fate, I warned, of the P&O service from the Tower to Zeebrugge in Belgium that disappeared after the company had built a firm terminal at St Catherine's dock: or the hydrofoil from the Victoria Embankment to Greenwich which sunk with all hands.

Craddock Williams would not be deterred. "The hydrofoil from Greenwich was much too heavy on capital loading for a pay off," he said, "and the boat was too big."

Instead, our hero plans to experiment with a small covered 12 seater launch powered by outboard motor with demonstration runs from Putney's pontoon pier to the City's Sugar Quay.

Should enough public interest be aroused, Craddock Williams—aided by funds from a boat company—will attempt to navigate his way round the GLC and PLA and rebuild a number of suitable jetties—long abandoned by earlier river travellers.

Costs have yet to be calcu-

lated, but he guesses that his trial runs will establish that the service could be introduced for a sum far less than the £82 a quarter he currently pays for a season ticket from Parsons Green to Mansion House.

A check call to the PLA revealed the encouraging news that the authority had no objection in principle to this daring scheme. The GLC's view remains a mystery. Craddock Williams, with all the breezy pioneer, assured me, however, that he thinks our modern Livingstone will have all the guts and imagination of his explorer namesake.

Booked return

Britain's flagging publishing industry may be hearing more of Au Bak Ling, the Hong Kong bookseller who last week bought Ward Lock Educational from the wombling Pentos group for £500,000 cash. "I have two merchant banks with instructions to look for suitable acquisitions," he tells me, "and not necessarily just educational publishers."

At the age of 50, Au has come a long way since he started his working life as a boy with a second-hand bookstall on the Colony's Ladder Street, and he is frankly ambitious to climb higher.

Au went into publishing in 1956, just 13 years after setting up his stall, and in the face of fierce local and international competition has turned his Ling Kee company into one of the Colony's largest educational houses.

With a UK book-packaging unit, B.L.A. Publishing already established, and a Ling Kee branch opened in Taiwan, Ward Lock, says Au, is just another step towards building an international publishing network linking Hong Kong, Singapore, Malaysia, Taiwan and England.

Au reflects with satisfaction on his growing output of school text books. He had to teach himself English "in order to

How to open a few doors into East European Markets

Profitable trade with the countries of East Europe demands a special kind of approach. It pays to have regular up-to-date specialist information.

East European Markets, published every two weeks, will help you determine the prospects for your particular goods or products.

- Identify sources of finance
- Pinpoint prospective buyers
- Discover potential suppliers
- Explore new technology
- Investigate trends and changing trading patterns

Regular features include finance, industry and trade policy, foreign trade, internal trade and contracts and agreements.

East European Markets is your positive marketing specialist. It will help you make the right decisions at the right time. It is a complex but profitable set of fresh data. Introductory Subscription Offer is available to all readers of this advertisement for 10p. The coupon and return slip is on the back of this advertisement.

FREE SAMPLE ISSUE available on request

INTRODUCTORY SUBSCRIPTION OFFER

☐ I wish to take out a 12-month introductory subscription to East European Markets at £24.00 (UK) or £25.00 (overseas).

☐ Please send me a free copy of the current issue.

☐ Cheque or money order enclosed. ☐ Please invoice. Information must be sent to: Business Information Dept., Financial Times Business Information Ltd., 10 Cannon Street, London EC4A 3DF. Reg. in London no. 20221.

BLOCK CAPITALS PLEASE

name: _____ position: _____ organisation: _____ address: _____ telephone: _____ country: _____

signature: _____ date: _____

Return to: Subscriptions Dept. (EEM), Financial Times Business Information Ltd., 10 Cannon Street, London EC4A 3DF. Reg. in London no. 20221.

Observer

هكذا من النكاح

American experience, Ian Davidson suggests, brings into question some of the assumptions underlying British policing methods

We can't leave it to Old George any more

ON MAY 17 last year, after a series of highly controversial incidents concerning blacks and the local police and/or courts, race riots broke out in Miami and surrounding Dade County in Florida. They raged for nine days, resulting in 18 deaths, over \$100m in property damage, and more than 1,400 arrests.

Now I know it is frightfully un-British to suggest that there may be anything we can learn from foreigners. But an interesting monograph, "On the Dade County Riots", published with remarkable speed by the U.S. Justice Department, three months later, raises some questions which could have a bearing on our own more modest disorders.

Here are some selected quotes:

● "The power to create large complex organisations and systems does not automatically confer the power to effectively control such systems. . . . Complex organisations, like police departments and other urban government bureaucracies, tend towards low performance, as they become more incomprehensible and less amenable to control. . . . The very real problem for police executives and others is how, in a complex, large, impersonal super-system, can the department create and maintain ways to require self-discipline of officers?"

● "Alienation of police officers from many segments of society is such that police forces are regarded in some places as occupying armies. . . . The net effect is that the distance between officers and citizens increases, officers become more politicised and radicalised, and citizen demands for more control over police organisations increase."

● "When a police department discovers that an employee has made a mistake or has acted inappropriately or illegally, the department must acknowledge

what has occurred and seek to correct the problem. The worst thing is to stonewall, cover-up, or to state as justifiable facts what are, in reality, errors or mistakes."

● "Creative strategy development involves a commitment by the police administrator to share power with the community for order maintenance and prioritization of police activities. Without that willingness to share power, police will find that communities will continue to force the police to assume total responsibility. . . . The division between the police and community will widen as the more stable members of a neighbourhood will remain detached observers of the escalating state of community tension."

● "Creative strategy development is difficult for many police administrators to understand, since unconventional approaches are used."

● "What formal mechanism does the department have for the collection, assessment, and use of information about levels of tension in the community? Is the department avoiding the use of confrontational tactics in congested neighbourhoods during the time of considerable neighbourhood tension? What mechanism does the police agency have for using neighbourhood and other government resources to devise and implement alternative policing strategies? Are there written plans which list various tactics to be used in the control of disorders, and are personnel trained in the use of such tactics?"

It is not eccentric to suppose that police tactics in Brixton may at least have been a contributory factor in sparking off the April riots. Some people would say that police behaviour was "insensitive," a more extreme view is that the police have systematically discriminated against blacks in Brixton.



A London bobby and a Dallas cop: lessons for both in the report on the Miami riots

in some cases with unwarrantable violence.

But the cumulative impression that remains with me, in part from wading through a substantial chunk of the Scarman evidence, is that larger questions may be at stake, corresponding in some sense with the first American quote above, which need to be answered before one can expect to do much about police-community relations in an area like Brixton.

Questions such as the following: has the Metropolitan Police line it to say something like: "Old George is a sound chap. Known him for years. Let him sort it out on the ground." The trouble is that policing is a

very complicated business indeed, and needs to be taken more seriously than that. Even in the rosy halo of yesterday, the traditional bobby was performing a pretty sophisticated function: we didn't realise it because he did it well. But in today's conditions, with plural values, racial tensions, drugs, social disintegration, youth culture and inner-city deprivation, it is much more difficult to do well. And it is much more difficult to reconcile the aims of the traditional bobby with the strains imposed by public-order policing—football hooliganism, trade union conflicts, political demonstrations, and riots.

Some provincial chief constables have quite close working relationships with their local police committees (composed of councillors and magistrates), and think they are mutually helpful. But the Met has no local police committee of that kind, and strongly resists and resents Labour demands for one. The Home Secretary is the Met's police authority, it says. For all his virtues, I do not suppose he would claim to be in a position to assess, let alone

represent, local community feeling; the very idea is absurd. Are we to suppose that he was consulted about policy strategy in Brixton? I very much hope not: the implications would be altogether too alarming. But then, how does he exercise his authority over the police?

We know that the Met has not strengthened the policy role of the beat policemen. So it is left relying in effect on the grapevine and Old George. Is that sensible? The record suggests it is not.

What about feedback, lesson-learning, research? Now I know policy-makers hate research; but when policy-failure becomes too glaring, research may become unavoidable.

Take the question of black attitudes. It is commonly supposed that blacks, because of their relative deprivation, are likely to be alienated from, or hostile to, white society. That's what the Commission for Racial Equality seems to believe, and some people imagine that the Brixton rioters were taking it out on white society at large. It's a plausible argument—until you discover, not merely that it isn't true, but that in important respects it may even be the reverse of the truth.

George Gaskell and Patten Smith of the London School of Economics recently completed an analysis of an attitude survey which they carried out among young blacks and whites 18 months ago in London. They found that blacks share all the same "bourgeois" aspirations as whites, for jobs, money, possessions and marriage. That blacks are more deprived than whites (surprise, surprise); and that the gap between aspiration and achievement appears to induce in blacks a sense of hopelessness.

What they did not find was that blacks are alienated from British society. Both blacks and whites have very negative feel-

ings about politics in this country, and blacks may have negative attitudes towards the police—the survey was carried out in the winter of 1979-80 before the Bristol riots and was not geared to investigate black-police relations. But young blacks, whether employed or unemployed, are less likely to have negative feelings about the institutions of British society than unemployed whites.

But if the Brixton blacks were not rioting against society at large, then perhaps they were rioting against the police? That might make rather a big difference to the policy response, mightn't it? And when Mrs Thatcher says that inner-city problems cannot be solved by throwing money at them, then presumably she means that other, non-financial aspects of policy may have to be changed.

The trouble with research is that it may force politicians to grasp some hot potatoes. That is why the Home Office Research Unit, widely respected outside, is systematically frustrated inside. On some areas of concern (complaints against the police) the evidence remains secret; on others (blacks in prison) no research is done.

In the last resort, the problems being investigated by Lord Scarman are political, and the responsibility lies with the politicians to take a grip. Blacks are not the only ones to feel a sense of hopelessness—when did you last hear a piece of national good news? The World Cup in 1966—or to have a low opinion of British politics. It is no good sweeping the dirt under the carpet, when part of the carpet has just gone up in flames.

* Prevention and Control of Urban Disorders: Issues for the 1980s. U.S. Department of Justice. + Race and "Alienated Youth": Conceptual and Empirical Inquiry. London School of Economics.

Letters to the Editor

The housing programme

From the Housing Policy Officer, Shetler

Sir—Michael Cassell's report (Heseltine under fire on housing, July 8) on the latest unsuccessful attempt by the environment committee to wrest basic information from housing Ministers on the implications of current policies and the likely size of the housing programme in the coming few years illustrates the Government's resolve to simply ignore the growing evidence that we are on the verge of another major housing crisis.

In some respects, the committee's interview of Department of Environment officials on June 23 was more illuminating than the debating game played with Mr Heseltine. It was made clear that it is Government policy not to produce estimates of housing need and forecasts of housing supply. It was also blindingly obvious that no arguments had been found to enable the Department to refute the environment committee's predictions of a massive short fall of new homes by the mid-1980s. Housing starts last year were the lowest since the 1920s. Yet when the officials were asked if the number of local authority starts would be lower this year than last, the officials "simply could not say." How bad must things get before the Department responsible, and its political masters, show some concern?

Sir—Derek Rayner's recent report on "Government statistical services" demonstrates the attitude that "now prevails: 'Information should not be collected primarily for publication. It should be collected primarily because the Government needs it for its own business.' Much valuable information on housing is already being published less frequently or not at all. The logic appears to be that the Government wishes to avoid criticism of its policies by not producing official estimates and projections which expose the inadequacy of the housing programme; if facts and figures are not to be used in policy formulation, there is no point in collecting them; and this is simply a matter for Government, not the public, to consider.

The environment committee, completely exasperated by Mr Heseltine's performance, at least managed to wring one concession from the Secretary of State. He agreed to produce a paper outlining his assessment of the Government's "new initiatives" in housing and describing his view of the role of public housing. The 12m households on council housing waiting lists will wait with bated breath.

Steve Ellidich, Shetler, National Campaign for the Homeless, 157, Waterloo Road, SE1.

Architectural heritage

From Mr P. Hobden. Sir—"More power for Battersea" by Colin Amery (July 20) raises several poignant questions concerning the conservation of our architectural heritage. While agreeing in principle to many of his propositions, it is misleading to state that architects "often like to pretend that

the only good architecture is new architecture." The vast majority of architects support, often very actively, the conservation of buildings or monuments of particular architectural or historic interest.

It is all too easy, however, to fall into the trap of wishing to conserve all old buildings even the mediocre. Each case must be carefully considered, taking into account the merits of a particular building, its location and contribution to townscape, and whether it can serve a useful function. If a building does not make a significant contribution to the built environment, conservation is "unhealthy nostalgia," and would deprive today's architects of an opportunity to create a building better suited to the client's requirements, and representing the "spirit of the age."

P. G. Hobden, Gotch Saunders and Surridge, 35 Headlands, Kettering, Northants.

The University proposals

From Mr G. Paton

Sir—"Further to the very informative articles by Michael Dixon (July 4 and 9) indicating the effects of the University Grants Committee proposals on the universities, and the technological universities in particular, I would like to endorse the concern expressed about the criteria for discriminating between universities."

One such criterion, which also relates to graduate employability, which the UGC clearly has not taken account of with regard to its effects on Aston University and its sister institutions is the blow it strikes at the "polytechnic" and the new technological universities and has proved its value in adding a much-needed diversity and reality to the higher education system in this country. Thus the proposed cuts endanger not only such courses in engineering and science but equally, in the hardest hit sector, the "social studies" as well. Under this rubric, for example, at this institution, this will mean the cessation of the behavioural science course (unique to Aston in the whole university sector) within which not only is there a strong interdisciplinary orientation between economics, psychology and sociology, as well as enabling students to specialise in one or other disciplines. Thus effectively the 12 to 15 per cent of the undergraduate population at British universities currently undertaking such courses will be drastically reduced, thus curtailing student choices and acting the detriment of producing the type of graduate this country's industries and business so urgently require.

The problems confronting us as a nation, especially social and economic ones, are hardly susceptible to treatment by graduates trained in single honours degree courses and even less so by those who have not had an early exposure to or had the opportunity of trying their knowledge out in the real world. Thus the products of such interdisciplinary courses who, during their undergraduate course have spent at least a year employed in or attached to a work organisation in the private or public sector have proved to be particularly

welcome to employers. That they have made effective contributions in a wide range of jobs through their research and application of social science, engineering or scientific knowledge is well attested to by their employability on graduation, as your tables so graphically demonstrate.

The tragedy is that not only will an increasing number of well-qualified applicants be denied rightful places at British universities, especially the technological ones, but that in recommending substantial reductions in the social sciences, science and technology at the latter will considerably reduce the proportion of the reduced intake able to study on such courses. Yet these are so evidently relevant to modern Britain and more importantly its future.

C. E. C. Paton, University of Aston, Dept. of Sociology and Social History, 158 Corporation Street, Birmingham.

The Companies Bill

From Mr M. Posner

Sir,—In times of a recession the granting of credit becomes more difficult. If the third reading of the Companies Bill No. 2 is passed, financial analysis of accounts for small and medium-sized companies will be impossible as turnover, profit and loss figures will not be required to be submitted to the Registrar of Companies where the turnover figure is under \$5.7m. Some 500,000 registered limited companies may be exempt from filing information. I realise that it is government policy to help small companies reduce their paper work and protect confidentiality, but they will still be required to prepare full accounts for the Inland Revenue and VAT authorities.

I feel that commercial, industrial, and retail trading will be reduced and delayed if all the clauses are passed.

Furthermore, if the Registry of Business Names Act 1916 is abolished and the Registrar of Companies is no longer required to approve a limited company's name prior to registration, the system which has enabled credit managers to examine and identify new firms and limited companies from published records will be lost for ever.

M. S. Posner, 4, Johnston Court, Woodstock Road, Croydon, Surrey.

Too gloomy by far

From the Chairman, Noise Abatement Society

Sir—The CBI statement (July 23) that if the new Health and Safety Commission proposals for maximum noise in factories are adopted, large sections of British industry would close down when faced with the bill of £1bn is a quite unnecessarily gloomy viewpoint.

Excessive noise only impairs hearing, it also causes mental and physical illness, reduces efficiency and production and is a prime reason for absenteeism and strikes.

£1bn represents only one half

of one per cent of the gross national product of £222.9bn (1980 figure) and any factory which cannot budget to spend 1 per cent of its sales on improving the health, morale, efficiency and production and attendance of its employees deserves to close down.

John Connell, Noise Abatement Society, PO Box No. 8, Bromley, Kent.

Leavers and stayers

From the Managing Director, Boxfoldia

Sir,—If there is to be legislation requiring private occupational pension funds to give the same level of benefit to "leavers" as to "stayers," then surely this is best provided for through the state pension scheme. It has been suggested that the higher limit for the state scheme should be raised: why should it not be fully a state scheme, providing to someone at the end of their career, however many times they have moved their jobs, or however few times they have moved, 2/3rds of final earnings on the basis of an actuarially calculated level of contributions? That really would give equity all-round; not only the equity that you claim between the leavers and the stayers, but the equity between one pension scheme and another.

It is said that " . . . Britain needs job mobility." Job mobility might describe the continual mover—the man or woman who never stays anywhere very long; it does not necessarily mean that somebody moves on when it is appropriate to do a bigger job, bigger than the firm they leave can offer them. There is nothing to demonstrate that the majority of jobs moves necessarily benefit British industry; it may indeed only benefit the individual who moves because he moves to a salary rate higher than the one he left.

(Dr) Beryl Foyle, Boxfoldia, Bournbrook, Birmingham.

Misappropriated language

From Mr P. Rowe

Sir,—Mr Peter Riddell (Labour, July 21) is absolutely right in saying that a multitude of words now carry highly changed connotations going well beyond their dictionary definitions.

In a somewhat different vein, the misuse of our language is apparent, particularly by the media, in the world of sport. Here are but two examples: *Squad* (usually applied to a football team). The dictionary definition is (military): small number of men assembled for drill. *Contention* (in the context that such and such a team or person is still in the running). The dictionary definition is (n): strife, dispute, controversy; emulation; point contended for in argument.

There are, of course, many other examples of our language being misappropriated in this ghastly way.

P. D. Rowe, Vermont, Queens Road, West Bergholt, Colchester, Essex.

Today's Events

Hyde Park, London. Overseas Australian Arbitration Commission meeting to reconsider wages system. First anniversary of Peru's return to democracy. Four-day Spanish Communist Party congress opens, Madrid. Madrid conference reviewing Helsinki Final Act to adjourn. Party for Heads of State, Governors General and Heads of Government, Buckingham Palace. Prince Charles lights first of country-wide beacons as part of Royal Wedding celebrations.

Order confirmation Bill, report stage. Supreme Court Bill, Commons amendments. Building Societies Authorisation Regulations. Industrial Investment Northern Ireland Order. COMPANY MEETINGS. BET Omnibus, Stratton House, Piccadilly, W. 3. Barlow Holdings, 10 Mining Lane, EC 12 15. British and Commonwealth Shipping, 14 St Mary Axe, EC. 12. Caledonia Investments, 2 St Mary Axe, EC. 3. Coalite Group, Savoy Hotel, W. 12. Continental and Industrial Trust, 120 Cheapside, EC. 12. Alfred Dun-

hill, Cafe Royal, W. 12. Eva Industries, Midland Hotel, Manchester, 11-45. Holt Lloyd International, Lloyd's House, Alderley Road, Wilmslow, Cheshire. OIP Holdings, Metropole Hotel, Birmingham, 12. Manchester and Metropolitan Investment Trust, Ship Canal House, Manchester, 12. Ocean Wilsons (Holdings), 100 Old Broad Street, EC. 12.15. Pethow, Richborough Works, Sandwich, 12. Reed International, Institute of Electrical Engineers, W. 12. Russell Brothers (Paddington), Hendon Way Hotel, 11. Transparent Paper, Cafe Royal, W. 12.30. Union International, 100 Old Broad Street, EC. 12.15.

THE FACTS OF NEFAX

Simple truths about the time and money-saving facsimile from NEC.

NEFAX IS FASTER. When it comes to spreading the word (or picture) fast, the fact is, NEC's NEFAX-3500 is the only way to go. Contracts, sales orders, documents, pictures, name it—you'll get them off to the receiving end in a matter of minutes, two minutes or less a page.

NEFAX IS CHEAPER. In fact, NEFAX-3500 is an incredibly cost-efficient means of business communication. Suppose the Frankfurt branch needed a copy of an important contract from the London branch. Presto. At a cost of only 40p per minute, a duplicate document is in the hands of the appropriate party, seconds later. Special delivery, telex, express mail—none of these are even in the running. Cross-country or cross-continent, NEFAX gets you there for less.

NEFAX IS FAR MORE EFFICIENT. All things considered, nothing could do more than the NEFAX-3500 to give your office an immediate boost in productivity. It's easy to operate, requires little or no maintenance, and trims pounds off your communications budget at the outset.

NEFAX IS NO.1 IN EUROPE. Among the European community, NEFAX-3500 is the undisputed favourite for facsimile.

To date, over 10,000 units have been supplied to telecommunications authorities and business executives scattered throughout Europe, a claim no other manufacturer can make.

In Europe and other parts of the world, NEFAX leaves little room for choice. And small wonder. It receives the full backing of NEC, one of the world's largest electronics manufacturers.

*Price based on current station-to-station telephone rate charges between London and Frankfurt.



NEFAX-3500

NEC Telecommunications Europe Co. Limited
NEC House, 164/166 Drummond Street, London NW1 3HP, UK.
TELEPHONE: 01-388-6100 TELEFAX: NEC LON 261914
GPFELER AG Switzerland TELEPHONE: Bern 556161 TELEFAX: 326122
EUROTECH ITALIA SPA Italy TELEPHONE: Milan 2670016 TELEFAX: 334546
SUBSIDIARY HANDLING FAX FOR GERMANY
CENT Portugal TELEPHONE: 60 9077 602226 602277

More facts of NEFAX. One demonstration is worth a thousand words. Cut out this coupon or call 01-388-6100 for our fact-filled brochure and/or a free NEFAX demonstration in your own office, without obligation.

NAME _____
COMPANY _____
ADDRESS _____
Attach this coupon to your letterhead and mail to NEC Telecommunications Europe Co. Limited, NEC House, 164/166 Drummond Street, London NW1 3HP.

NEC
Nippon Electric Co. Ltd.
Tokyo, Japan

UK COMPANY NEWS

AAH up at £9.69m after good second half

AFTER A virtually static first six months, AAH moved ahead in the latter half and ended with taxable profits of £9.69m for the March 31 1981 year, against £9.07m.

The surplus at mid-way was £6.48m compared with £4.88m and the directors then said the short-term outlook was getting encouraging, with the last quarter proving exceptionally difficult.

Mr W. M. Pybus, chairman, now says it is impossible at this stage to predict the current year's outcome, with as yet no recovery in the fields the company operates in.

He is confident that in the medium to longer term the group will be able to "build upon the present sound foundations when the upturn comes."

Turnover of this fuel distribution, builders' supplies, pharmaceutical products group, expanded by nearly £24m from £336.4m to £360.3m and the dividend is stepped up to 9.4p (8.5p) net per 25p share with a final payment of 5.57p.

Also proposed is a one-for-one scrip issue.

Profits for the year were struck after interest, up from £1.98m to £2.18m, and subject to tax of £3.08m against £2.6m.

After National Coal Board interests and other minorities of £2.28m (£2.57m) and extraordinary credits of £140,000 (£420,000), the attributable balance came through ahead slightly from £4.33m to £4.69m.

Earnings per share are shown as 29.7p, compared with 27.2p and on a current cost basis, the pre-tax figure is reduced to 25.58m.

A revaluation of the group's

HIGHLIGHTS

Lex looks at the rise in the equity and gilt markets in trading, which tended to thin towards the close, and the heavy intervention in support of sterling. The column goes on to examine the interim gain from Marks and Spencer supplier, Nottingham Manufacturing, and the approach to Oxford from Gallaher, the U.S.-owned tobacco and industrial group, which is expected to top the terms already accepted from Dennison. Keeping with the overseas tone, Lex also analyses the half-time results from Matsushita in the light of the Japanese electrical sector.

principal freehold and leasehold properties has shown a £7.1m surplus over book value. A divisional analysis of turnover and trading profits—over £11.06m to £11.58m—shows: fuel distribution—solid fuel £195.67m (£188.67m) and £8.05m (£3.74m); and oil £48.75m (£46.1m) and £1.08m (£2.55m); builders' supplies £40.32m (£38.63m) and £1.87m (£1.71m); pharmaceutical supplies £45.1m (£39.8m) and £1.89m (£856,000); engineering £8.6m (£9.13m) and £286,000 (£871,000).

Agricultural supplies and services contributed £41m (£4.83m) and £247,000 (£114,000); road haulage £10.59m (£11.76m) and £788,000 (£1.1m); miscellaneous £7.16m (£7.63m) and £256,000 loss (£126,000 profit).

comment A mild winter and poor margins in the oil business have not dampened AAH's spirits. The solid fuel division climbed 61 per cent, largely thanks to stock profits, and now contributes 51

Nottingham Mfg. rises at halfway

TAXABLE PROFITS of the Nottingham Manufacturing Company increased from £4.06m to £5.45m for the first six months of 1981, on higher sales of £76.82m, against £72.77m.

In the last full year, this manufacturer of knitted underwear, hosiery and tufted carpets reported a drop in pre-tax profits to £15.01m (£16.54m), although some ground was made up in the second six months.

The net interim dividend is increased to 1.1p (1p) per 25p share—last year's total was 4p.

First-half trading profits rose from £2.26m to £3.52m, while investment income improved to £2.24m (£2.11m). Loan stock interest took £305,000 (£314,000), and the after-tax surplus came through at £3.82m, compared with £3.24m.

See Lex Back Page

Lower new business at Britannic

SLIGHTLY lower new life and pensions business over the first half of this year is reported by Britannic Assurance Company. New premiums in the ordinary branch dropped nearly 8 per cent from £2.24m to £2.05m, while in the industrial branch, premiums fell by just over 2 per cent to £11.06m, against £11.32m.

These results are in contrast with most other life companies which have reported substantial growth in new business, arising mainly from a buoyant self-employed pensions market.

Britannic is only slightly involved in this field where it recorded a 50 per cent rise in business. Its main business is traditional savings through with profits contracts, plus some home purchase, and this market was quiet in both the industrial and ordinary branches.

Total premium income received by the company in the period continued to expand. In the ordinary branch it rose by 11 per cent from £9.3m to £10.4m and by 7 per cent to £36.5m (£34.1m) in the industrial branch.

Aeronautical rises to £0.7m and pays more

ON HIGHER turnover of £7.42m, compared with £5.01m, for the year to March 31 1981, Aeronautical and General Investments increased its taxable profits from £500,956 to £757,995 and is raising its dividend from the equivalent of 1.75p, after allowing for the one-for-one scrip issue, to 3.5p net.

Pre-tax profits at the interim stage were £141,418 higher at £354,082.

Although the directors are generally confident about the future they say necessary development costs associated with expansion may have some effect on the rate of profit growth.

Tax for the year took £323,824 (£36,878) leaving attributable profits of £434,371 (£464,280). Last year there was also an extraordinary credit of £343,036.

Stated earnings per 25p share dipped from £3.58p to £3.28p. On a CCA basis attributable profits is reduced to £338,394 (£375,256).

RESULTS AND ACCOUNTS IN BRIEF

LYNCH HOLDINGS (property investment)—Results for March 25 1981 year, reported July 20. Fixed assets £24.06m (£24.03m), shareholders' funds £27.39m (£28.18m), current liabilities £7.31m (£7.92m). Meeting, Watford, WC, Sept 15, 1981, at 11 am.

MONTAGUE L. MEYER (charities)—Results for year to March 31 1981, reported July 10. Investments at £22.67m (£20.91m), net current assets £17.1m (£19.2m). Shareholders' funds £56,888 (£242,232). Shareholders' funds £15.03m (£17.72m). Meeting, Winchester, August 17, 11 am.

DURAPPE INTERNATIONAL—Results for year ended March 31 1981, reported July 10. Current cost pre-tax loss £8.2m (£5.8m profit), against historical loss £27.6m (£26.2m). Group shareholders' funds £101.53m (£110.46m). Loans £41.18m (£36.23m). Fixed assets £72.63m (£75.98m). Net current liabilities £18.33m (£18.33m). Meeting, Charing Cross Hotel, WC, September 8, noon.

GREENE KINGS AND SONS (brewery)—Results for the 52 weeks to May 31 1981, reported July 10. Fixed assets £22.67m (£20.91m), net current assets £17.1m (£19.2m). Shareholders' funds £56,888 (£242,232). Shareholders' funds £15.03m (£17.72m). Meeting, Winchester, August 17, 11 am.

CAWOODS HOLDINGS—Results for year ended March 25 1981 year, reported July 10. Total net assets £45.7m (£45.99m). Shareholders' funds £45.7m (£45.99m). Meeting, Watford, WC, August 24, noon.

HAZLEWOOD FOODS—Results for year to March 31 1981, reported July 20. Group shareholders' funds £14.3m (£12.65m). Fixed assets £2.2m (£2.2m). Net current assets £12.45m (£12.02m). Capital expenditure authorised and outstanding at year end amounted to £795,000 (£1.2m). Further £2.5m has been authorised since then. Meeting, Watford, August 24, noon.

ALTHOUGH forecasting that second half profits would be slightly down on those for the first half, Macarthy's Pharmaceuticals in fact improved in that period from £2.27m to £2.34m.

Second half figures last year were £1.55m. Pre-tax profits for the full year to April 30 1981 rose from £1.15m to £4.6m, on sales substantially higher at £183.58m compared with £148.76m.

The final net dividend is raised from 4.5p to 5p for a total up from 6.5p to 7p.

The directors say that in the second half a small reduction in gross margin affected the profitability of the pharmaceutical distribution division, and a depressed home market lowered profitability in the veterinary side of the business.

Against that, considerably increased profits emerged from pharmaceutical manufacturing, surgical and retail activities.

He says the current year has begun with good turnover increases in all areas. But since March, competition in pharmaceutical distribution has forced the company to a discount structure to customers which is having a significant effect on the profitability of that division.

Tax for the year took £1.22m

Macarthy's beats forecast with good second half

Dividends announced

Company	Current payment	Date of payment	Current dividend	Dividend for year	Total last year
AAH	5.58	Aug 14	5.02	9.4	8.5
Aeronautical & Gen.	3.5	Sept 25	1.75	3.5	7.75
Bank Leumi (UK) Int.	3.15	Oct 9	2.15	5.3	10.15
CSC Investment	3.25	Sept 28	2.25	4.5	7.75
Ellis and Everard	4	Sept 28	4.5	6.5	6.5
Macarthy's Pharm.	3.85	Sept 30	3.85	6.3	6.3
Midland Trust	1.1	Oct 9	1.5	1.5	0.85
Nottingham Mfg. Int.	0.7	Oct 9	0.7	1.15	1.35
Shilling Knitting	0.65	Oct 9	0.78	1.15	1.35

Dividends shown pence per share net except where otherwise stated.

*Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues.

against £566,000, leaving attributable profits at £3.83m (£2.59m). Stated earnings per 25p share rose from 20.7p to 25.5p.

On a CCA basis, pre-tax profits were £1.37m (£570,000).

comment Macarthy's recovered from the damaging price war of the previous year with a 46 per cent pre-tax improvement. Unfortunately, activities have advanced in the year and look set for continued growth. Shares advanced 14p yesterday to 14 1/4, for an historic fully taxed 14p of 8 and a yield of 7.4 per cent.

squeezed. Longer-term, the group remains well-positioned in the field; drug distribution accounts for nearly 75 per cent of its sales and customer relations remain good. Until peace returns Macarthy's other divisions should be able to maintain their share of the market.

The group owns a number of sites totalling about 350 acres, and Mr Francis added that their development would secure a considerable profit contribution in future years.

At a meeting, the special resolution to permit the introduction of executive share schemes was passed.

Bank Leumi UK

Mainly because of lower sterling interest rates, earnings of Bank Leumi (UK) for the first six months of 1981 were less than for the corresponding period of last year.

The net interim dividend, however, is maintained at 3.15p per £1 share—the previous final was 7p.

Plans to open a fifth London branch in Edgware are being proceeded on schedule and the new premises should be open by the end of the year.

PHIT RIGHTS

Property Holding and Investment Trust has received 87.5 per cent acceptance for its rights issue of 84 per cent convertible unsecured loan stock 2001-06. Acceptances were received for £9.9m of the stock and the balance of £1.7m has been sold

Cambridge Petroleum says it again—'reject LMS bid'

Cambridge Petroleum Royalties has again written to its shareholders urging rejection of the £17.8m offer from London Merchant Securities.

Sir Patrick Deane, the Cambridge chairman, says in his letter that careful study of the LMS offer document only reinforces the Cambridge Board's earlier view that the offer was totally unacceptable and should be rejected. Sir Patrick describes the offer price of 35p as totally inadequate.

Sir Patrick accuses LMS chairman Lord Rayne of "a fundamental lack of understanding of the business carried on by Cambridge, which was neither a passive royalty holder (as alleged by Lord Rayne) nor limited in its aspirations and scope for further development."

At the trading level, food services provided a profit of £3.5m, properties of £1.7m, marine activities £760,000, and oil services £130,000.

But the seafood division made a loss of nearly £300,000 as a result of low demand for products of the processing companies, and very low margins. The group has been cutting back in this sector.

The dividend of 9.1p is being paid for the six months, a pro rata increase of 13 per cent over the total of 16.1p for 1979-80.

Christian Salvesen slips to £4.9m for six months

PRE-TAX PROFITS of the privately owned Christian Salvesen food services, property, seafood, and marine group eased from £5m to £4.9m in the six months to March 31 1981.

Sales of the Edinburgh-based company, showed a gain from £59m to £67m, with trading profits up from £4.6m to £5.3m. On a current cost basis, there was a pre-tax loss of £10,000.

Salvesen has changed its year-end from September to March, the latest figures covering the six months transition period since the new date became effective.

Salvesen announced in February that pre-tax profits for the year to September 30 1980 were down by 11 per cent from £16.9m to £15.1m, with sales slightly higher at £136m.

EUROPEAN OPTIONS EXCHANGE

5.30 B	10	17	F.137	224	192	Torday
---	---	---	---	23	8	Twinlock Ord
6.30 B	7	6.30	F.111.60	90	98	Twinlock 15pc
---	---	---	F.22.50	56	35	Unilock - Hops
5.80 B	27	2.70 A	---	103	81	W. S. Yarnes
2	26	2.60	---	263	161	---
0.90	---	---	---	---	---	---
---	---	---	---	---	---	---
8	10	1.80	---	---	---	---
---	---	---	---	---	---	---
---	7	---	S25.3	---	---	---
5.50	10	4.90	F.9.1.10	---	---	---
---	---	---	---	---	---	---
3.80	---	---	---	---	---	---
7.40	---	---	---	---	---	---
---	---	---	---	---	---	---
5.80	10	13	F.144	---	---	---
---	---	---	949.13	---	---	---
Feb.	7	18	DM162	---	---	---
---	---	---	DM166	---	---	---
---	13	6	15	---	---	---
---	---	---	---	---	---	---
3126	---	---	---	---	---	---
Mail	P=Put	---	---	---	---	---

Companies and Markets

BIDS AND DEALS

Schroders adds to stake in Singapore bank

Schroders, the UK banking and finance group, has increased its stake in Singapore International Merchant Bankers from 24.5 per cent to 49 per cent.

The shares were acquired at an undisclosed price from Continental Illinois National Bank and Trust Company of Chicago. Reflecting Schroders' increased stake, Mr Nicholas Ferguson, a director of J. Henry Schroder Wagg, the UK group's merchant banking subsidiary, will become managing director of the Singapore bank from September 21.

Schroders says it has no plans to increase its stake in the Singapore bank any further. Of the balance, Overseas Chinese Banking Corporation holds 18 per cent with Great Eastern Life Assurance holding the rest.

Beazer makes bid for Westbrick

C. H. Beazer, the property development and construction company, has launched a cash bid for Westbrick Properties, the Exeter based brick and concrete products manufacturer and mechanical engineer.

Beazer is offering 75p cash per share, valuing Westbrick at £3.2m. The bid is for all Westbrick's ordinary shares other than the 404,000, representing 11.5 per cent, acquired by Beazer in a dawn raid on July 10.

Beazer has gone ahead with the bid despite Westbrick's initial opposition. Talks between the two companies were broken off and Westbrick announced on July 17 it did not believe a merger between the two companies would provide "any worthwhile advantage" to the group. It also said it considered that 75p a share did not reflect the value of Westbrick.

Beazer states it "continues to believe that there would be commercial advantages in combining the two businesses as well as substantial financial advantages to the shareholders of Westbrick."

Westbrick's shares opened at 80p yesterday. As at March 31 1981 the company's net assets per share were 121.3p.

NEI still buying shares in APE

Northern Engineering Industries continues to build up its stake in Anzelmated Power Engineering, the diesel engine, turbine and compressor group.

Yesterday the company announced it had increased its stake in APE from nearly 27 per cent to 37.3 per cent.

Northern Engineering Industries acquired the additional shares on Friday at 140p. Yesterday APE shares remained unmoved at 140p while Northern Engineering Industries added 1p to close at 79p.

Two weeks ago Northern Engineering launched at £25.8m bid for APE. The directors of APE responded by asking shareholders to wait for detailed reasons for the rejection of the bid which would include a profits forecast.

Last Thursday, Northern Engineering increased its hold-

ing in APE by 9 per cent to nearly 27 per cent by buying additional shares at the bid price of 140p.

ACROW/GEC DEAL

E. H. Kentall and Company, a subsidiary of Acrow, has signed an agreement for the purchase of Stimpex of Cambridge from General Electric Company. This successfully concludes the negotiations announced two months ago.

Acquisition will provide a new combined team uniquely placed to meet the requirements of British and overseas farming industries in the fields of grain drying, handling and storage, sealed stores, animal feed processing and coffee plantations machinery. Book value of net asset being acquired is £1.9m.

Fieldwood cuts its holding in Braham Millar

Fieldwood, a private company, has reduced its stake in Braham Millar, the loss-making mechanical engineering group.

Two days after the board of Braham Millar rejected Fieldwood's approach, the private company sold 100,000 of its 1.89m shares in the engineering group. L. Messel and Co, which acts for Fieldwood, said the shares were sold last Thursday for an undisclosed sum.

On Thursday, Braham Millar's shares opened at 20p and closed 1p higher. Fieldwood acquired the 1.89m shares, representing 14.9 per cent of Braham Millar, on July 17 at 18p per share.

Yesterday Braham Millar's shares remained unmoved at 21p.

Another sale by Richards & Wallington

The receivers and managers have succeeded in selling the third subsidiary from the Richards & Wallington group, which went into receivership at the end of June.

Mr Brian Larking, of Price Waterhouse, announced yesterday that R & W's Potain tower crane franchise operation, Record Tower Cranes, has been sold to its management for an undisclosed sum. Operating in West Drayton, and Manchester and Glasgow, the subsidiary produced profits in excess of £380,000 last year on turnover of £3.5m. Employing almost 100 people, the company has changed its name to Record Potain Ltd. It claims to have received orders worth more than £300,000 in its first day of trading under its new name.

The two offshoots which have already been sold were HMT (Engineering) and Brantons Industrial Maintenance and both were the subject of management buy-outs.

The publishing division of the Cement and Concrete Association has been acquired by Eyre and Spottiswoode.

The new proprietor will take over the publication of Concrete (the official monthly journal of The Concrete Society), Precast Concrete (monthly), World Cement Technology (monthly) and the annual Concrete Year Book.

This is in addition to a wide range of high quality technical and text books offered mainly under the Viewpoint imprint.

EYRE/CEMENT

The publishing division of the Cement and Concrete Association has been acquired by Eyre and Spottiswoode.

The new proprietor will take over the publication of Concrete (the official monthly journal of The Concrete Society), Precast Concrete (monthly), World Cement Technology (monthly) and the annual Concrete Year Book.

This is in addition to a wide range of high quality technical and text books offered mainly under the Viewpoint imprint.

LONDON TRADED OPTIONS

July 27 Total Contracts 1,596, Calls 1,242, Puts 154.

Option	Expiry	Price	Closing offer	Vol.	Closing offer	Vol.	Closing offer	Vol.	Equity close
BP (c)	300	48	67	46	35	60	11	523p	
BP (p)	300	18	184	34	3	40	—	—	
BP (c)	320	18	65	18	10	28	—	—	
BP (p)	320	9	1	13	—	—	—	—	
BP (c)	340	18	21	15	36	—	—	—	
BP (p)	340	18	3	36	65	—	—	—	182p
CU (c)	140	11	17	—	—	—	—	—	
CU (p)	140	33	1	40	—	—	—	—	
CU (c)	180	18	54	27	15	80	3	—	
CU (p)	180	10	15	15	6	80	3	—	
Cons. Gld (c)	480	68	—	70	3	85	—	—	466p
Cons. Gld (p)	480	34	2	47	2	62	—	—	
Courtids (c)	60	9	5	14	2	15	5	65p	
Courtids (p)	70	44	—	8	20	10	—	—	
GEQ (c)	500	150	2	90	—	110	76	740p	
GEQ (p)	500	15	1	58	—	40	—	—	
Grd Met (c)	200	17 1/2	25	24	4	59	32	206p	
Grd Met (p)	200	6 1/2	13	13 1/2	4	17 1/2	6	—	
ICI (c)	260	21	51	36	—	44	1	369p	
ICI (p)	260	11	27	26	15	24	—	—	
ICI (c)	300	6	1	5	—	—	—	—	
ICI (p)	300	4	—	5	58	—	—	—	
ICI (c)	320	12	20	15	—	19	—	—	327p
ICI (p)	320	12	20	15	—	19	—	—	
Land Sec (c)	315	32	5	39	—	—	—	—	128p
Land Sec (p)	315	18	14	25	—	—	—	—	
M&A Sp (c)	110	22	10	74	—	19	—	—	
M&A Sp (p)	110	22	10	74	—	19	—	—	
M&A Sp (c)	140	4	15	8	—	—	—	—	390p
M&A Sp (p)	140	4	15	8	—	—	—	—	
Shell (c)	350	42	14	50	5	64	—	—	
Shell (p)	350	20	36	70	17	30	—	—	
Shell (c)	360	12	17	3	20	—	—	—	
Barclays (c)	360	97	5	97	2	—	—	—	450p
Barclays (p)	420	37	5	45	15	65	—	—	
Barclays (c)	460	5	—	—	—	—	—	—	60p
Imperial (c)	70	3 1/2	—	2 1/2	—	3	8	—	
Imperial (p)	80	68	3	80	5	113 1/2	6	594p	
Lasmo (c)	650	8	8	20	5	—	—	—	
Lasmo (p)	700	6	8	15	—	—	—	—	94p
Lonrho (c)	100	2 1/2	—	5 1/2	10	8	—	—	
Lonrho (p)	110	3 1/2	—	5 1/2	10	8	—	—	
Lonrho (c)	110	3 1/2	—	5 1/2	10	8	—	—	
Lonrho (p)	110	3 1/2	—	5 1/2	10	8	—	—	
P & O (c)	120	8 1/2	2	14	20	15 1/2	—	—	186p
P & O (p)	130	3	1	7 1/2	11	10 1/2	—	—	
P & O (c)	160	3 1/2	—	2	3	—	—	—	
Racal (c)	320	38	4	59	1	74	—	—	445p
Racal (p)	400	19	—	38	16	55	—	—	
Racal (c)	460	5	—	18	—	33	38	—	
Racal (p)	480	10	—	17	10	25	—	—	538p
KITZ (c)	500	45	87	43	13	62	—	—	
KITZ (p)	550	17	17	15	—	—	—	—	

C=Call

P=Put

THORN EMI

"It remains our conviction that the Company is following the right strategy. We have improved our competitiveness and have the determination and will to be leaders internationally in two growth areas of the next decade — Home Entertainment and High Technology Engineering."

The following are further extracts from the annual statement to shareholders made by the Chairman, Sir Richard Cave, and from the accounts to 31st March, 1981, copies of which will be posted to shareholders in early August.

"It is gratifying to be able to report the growing acceptance of the correctness of the strategy that led the Board into the merger with EMI. The actions we have taken in disposing of businesses not central to our strategy objectives have helped to concentrate attention on the opportunities that lie ahead both in Home Entertainment and in High Technology Engineering. In each case the wide spread of THORN EMI business interests puts the Company in a strong position to take full advantage of these growth markets whilst continuing to develop our mature businesses.

Positive action
"In the U.K. alone our total labour force in continuing businesses was reduced by almost 10,000 during the year and we were forced to announce

the closure of 21 locations, including 15 factories. A substantial sum has been charged against pre-tax profits to reflect the costs of these unavoidable actions and those which will continue into the current year. This has inevitably led to a substantial reduction in profits and lower earnings per share.

"However as a result of the positive manner in which we have reacted to changed circumstances and set up the necessary financial provisions, the Company now has the opportunity of earning improved profits in this and future years.

A strong company

"I believe that we remain a strong Company and we look forward to the opportunity for that strength to be confirmed in a recovering economy."

Results in brief

	1981	1980
	£m	£m
External turnover	2,228.5	1,620.9
Trading profit	282.5	256.4
Depreciation	153.5	117.9
Profit before taxation	94.3	125.5
Profit after taxation	67.3	91.0
Gross cash flow	224.5	230.7
Capital expenditure	223.9	205.6
Net assets per Ordinary Share	293.3p	277.5p
Earnings per Ordinary Share before extraordinary items	34.5p	57.6p
Dividends per Ordinary Share	14.625p	14.625p
Number of employees (world wide) at year end	106,597	125,458

THORN EMI is a major international company with world-wide interests.

THORN EMI businesses embrace Home Entertainment — Consumer Electronics, Television Rental, Music, Films, Video software and Leisure — Electronic and General Engineering, Domestic Appliances and Retail, and Lighting.

THORN EMI employs more than 100,000 people — one in five outside the United Kingdom — operates directly in nearly 40 countries and exports to more than 140.

Contribution of Product Groups to Group turnover and profit.

	1981	1981	*1980	*1980
	Turnover	Profit	Turnover	Profit
	£m	£m	£m	£m
Consumer electronics	581.1	69.6	518.1	74.7
Music	411.5	20.4	386.7	0.2
Films, Video software and Leisure	92.2	2.8	83.3	7.7
Engineering	593.9	29.8	522.9	38.9
Domestic appliances & Retail	469.4	16.7	473.3	23.6
Lighting	220.1	(10.1)	222.6	10.6
Terminated operations	25.3	(0.2)	91.6	(16.0)
	2,393.5	129.0	2,298.5	139.7
Deduct interest		34.7		25.9
		94.3		113.8
Pre-acquisition, turnover and loss of EMI (8 months)			520.4	(11.7)
Group turnover and profit before taxation	2,393.5	94.3	1,778.1	125.5

The analysis of contribution to turnover and profit before interest between the UK and Overseas companies is as follows:

	1981	1981	*1980	*1980
	Turnover	Profit	Turnover	Profit
	£m	£m	£m	£m
United Kingdom (including exports)	1,631.3	94.5	1,565.9	124.0
Overseas	762.2	34.5	732.6	15.7
	2,393.5	129.0	2,298.5	139.7

*For comparative purposes, restated to include EMI for the year to 31 March 1980.

SPAIN	Price	+/-
Spain 24	34	—
Banco Bilbao	375	—
Banco Central	375	—
Banco Exterior	370	—
Banco Hispano	315	-3
Banco Ind. Cat.	121	—
Banco Santander	380	—
Banco Urquijo	228	-2
Banco Vizcaya	271	+0.8
Banco Zafra	243	-2
Dragados	207	-5
Espanola Zno	68	—
Fecsa	68	—
Gul. Precados	52	+2
Hidroila	76.2	+0.8
Iberdrola	77.5	+0.8
Petroleros	121	-5
Petrofiner	90	—
Sogefina	69	—
Telefonos	77.5	-0.5
Union Elect.	74.7	—

This advertisement is issued in connection with the Rights Issue to Shareholders of Willaire Systems Limited ("the Company") of 1,718,750 Ordinary Shares of 10p each at 15p per share.

Application has been made for grant of permission to deal in the Unlisted Securities Market on The Stock Exchange in the Ordinary Shares and the Restricted Dividend Ordinary Shares of the Company. It is emphasised that no application has been made for these securities to be admitted to listing.

WILLAIRE SYSTEMS LIMITED

(Incorporated under the Companies Act 1948)

Registered Number 1459924

Share Capital

Issued or to be issued and fully paid

Authorised	£	£
1,358,250	in 13,582,500 Ordinary Shares of 10p each	833,908
343,750	in 3,437,500 Restricted Dividend Ordinary Shares of 10p each	343,750
£1,700,000		£1,177,658

Full information regarding Willaire Systems Limited is contained in the Extra Statistical Services, copies of which may be obtained from:

Tring Hall Securities Ltd. Sternberg, Thomas Clarke & Co.
40 Bucklersbury, Salisbury House,
London EC4N 8SD. London Wall,
London EC2M 8RV.

This announcement appears as a matter of record only.



TOKYO SANYO ELECTRIC CO., LTD.

(Tokyo Sanyo Denki Kabushiki Kaisha)

12,500,000 Shares of Common Stock
(par value ¥50 per share)

represented by Continental Depositary Receipts

Kuwait International Investment Co. s.a.k.

Yamaichi International
(Europe) Limited

June, 1981



THORN EMI plc
THORN EMI House, Upper Saint Martin's Lane, London WC2H 9ED

A copy of this Prospectus, having attached thereto the documents specified below, has been delivered to the Registrar of Companies in Edinburgh for registration. Application has been made to the Council of The Stock Exchange for the whole of the share capital of Japan Assets Trust Public Limited Company ("Japan Assets") issued and now being issued to be admitted to the Official List. This document includes particulars given in compliance with the Regulations of the Council of The Stock Exchange for the purpose of giving information with regard to Japan Assets. The Directors have taken all reasonable care to ensure that the facts stated herein are true and accurate in all material respects and that there are no other material facts the omission of which would make misleading any statement herein whether of fact or of opinion. All the Directors accept responsibility accordingly. This prospectus does not constitute, and may not be used for the purpose of, an offer or solicitation in any jurisdiction, or to any person resident in any jurisdiction, in which such an offer or solicitation is not authorised. The Subscription List for the Ordinary Shares now being issued will open at 10.00 a.m. on Tuesday, 4th August, 1981 and may be closed at any time thereafter. The procedure for application and an Application Form are set out at the end of this document.

Japan Assets Trust

PUBLIC LIMITED COMPANY

(Incorporated in Scotland under the Companies Acts 1948 to 1980. Registered number 75644)

Issue

of 30,000,000 Ordinary Shares of 10p each at 25p per share payable in full on application

Underwritten by

Guinness Mahon & Co. Limited

Introduction

The pace of economic development in postwar Japan has been well publicised. It has been achieved by a linking of capital investment and productivity gains and has led to a steadily increased standard of living. The country is noted for its political stability and the same political party has been in power for twenty five years.

The Japanese economy is now the second largest in the free world and is still growing at a faster rate than those in the West. Its ability to meet the challenge of higher world energy prices and emerge with a stronger financial and industrial base than before is a tribute to Japanese management strengths.

Evidence of the flexibility and willingness to adapt to different circumstances is available in many sections of Japanese industry. In the basic industries such as steel and automobiles major labour saving and production efficiency improvements have been made. At the other end of the spectrum, in consumer electronics and communication equipment, product innovation is proceeding at a rapid pace. With increasing affluence, consumer tastes are changing, retailing patterns are altering and income available for leisure spending is growing.

Labour intensive industries have progressively been moved to low labour cost areas, predominantly elsewhere in Asia, and capital investment has facilitated higher labour productivity as well as greater product innovation. A marked increase in the number of self-developed products in an industry is a key indicator of further growth potential; there are many industries reaching this stage in Japan of which the pharmaceutical and electronics industries are clear examples. With a trend towards a higher ratio of equity to debt during the last decade and with more liquidity, Japanese corporations are in a strong position to capitalise on the rapid advances now being made in Japanese technology.

The Board of Japan Assets believes that such a rapidly changing environment creates many opportunities and the continuous emergence of new industries, companies and products creates an attractive climate for investment.

Investment Management and Policy

The primary objective of Japan Assets will be to achieve long term capital growth through investment in a small number of thoroughly researched Japanese companies. The assets will be invested in companies with high earnings growth rates but owing to low dividend yields prevailing in the Japanese market (currently averaging 1.4 per cent.) income will be of less significance than capital appreciation.

In order to implement this investment policy the Board has entered into an agreement with Ivory & Sime Limited ("Ivory & Sime"), whereby Ivory & Sime will act as investment managers.

Ivory & Sime is a company founded as a partnership in 1895 whose only business is that of investment management. It employs some 70 people of which 30 are engaged directly in investment management and research. Ivory & Sime currently manages six listed investment trusts, namely Atlantic Assets Trust P.L.C., British Assets Trust P.L.C., Edinburgh American Assets Trust P.L.C., First Charlotte Assets Trust P.L.C., The Independent Investment Company, P.L.C. and Viking Resources Trust P.L.C. It also manages 38 pension funds, 30 of which are domiciled in the United Kingdom and 8 in the United States of America.

Ivory & Sime has considerable experience of investment in Japan, and £75 million of its funds under management are currently invested in that country. Investments will initially be concentrated in:

- (a) sectors of the market where, using an international perspective, opportunities have been identified which it is anticipated will provide above average growth;
- (b) equities of small to medium sized growth companies in emerging industries;
- (c) thirty to forty holdings.

Although Japan Assets intends to be fully invested in Japanese securities, the Directors reserve the right to invest in bonds, cash or short term money market instruments outside Japan.

The Directors intend that Japan Assets will so conduct its affairs as to satisfy the conditions required for it to be approved as an investment trust in accordance with Section 359 of the Income and Corporation Taxes Act 1970 (as amended).

The Articles of Association of Japan Assets do not limit the discretion of the Directors as regards investment policy; however, the Directors intend to ensure that—

- (a) not more than 10 per cent. of the assets of Japan Assets or, if Japan Assets has any subsidiaries, of Japan Assets and its subsidiaries ("the Group") (before deducting borrowed money) will be lent to, or invested in, the securities of any one company (other than those of a company which has been approved as an investment trust by the Inland Revenue or which would qualify for such approval but for the fact that it is not listed) including loans to or shares in any subsidiary of Japan Assets; and
- (b) not more than 25 per cent. of the assets of Japan Assets or, if Japan Assets has subsidiaries, of the Group (before deducting borrowed money) will be invested in the aggregate of (i) securities not listed on any recognised stock exchange and (ii) holdings in which the interests of Japan Assets and any subsidiary of Japan Assets amounts to 20 per cent. or more of the aggregate of the equity capital (including any capital having an element of equity) of any one listed company (other than a company which has been approved as an investment trust by the Inland Revenue or which would qualify for such approval but for the fact that it is not listed).

Japan Assets proposes to give notice to the Registrar of Companies of its intention to carry on business as an investment company pursuant to Section 41 of the Companies Act 1980.

Directors

Charles Annand Fraser (Chairman), aged 52, is a partner in W. & J. Burness W.S., an Edinburgh law firm. He is on the Boards of several companies including United Biscuits (Holdings), Scottish Widows' Fund and Life Assurance Society, British Assets Trust, Edinburgh American Assets Trust, Fidelity Pacific Fund and Fidelity Far East Fund.

Simon Coke, aged 49, is Professor of International Business at Edinburgh University. Prior to taking up this appointment, he had considerable experience in business overseas culminating in eight years in Japan as General Manager of Johnson & Johnson Far East Inc.

Ian Faulconer Heathcoat Grant, aged 42, is Managing Director of Glenmoriston Estates Limited and was formerly the Director of Jardine Matheson & Company Limited responsible for Japan. He was also a Director of Jardine Fleming Limited and Jardine Japan Investment Trust Limited.

Yozo Ishizuka, aged 66, is President of Pioneer Electronic Corporation, a leading consumer electronics company in Japan with sales of over £650 million. He is also a Council Member of the Keidanren (Federation of Economic Organisations), an Expert Member of the Trade Conference (chaired by the Prime Minister of Japan), a Director of the Japan Machinery Exporters' Association, and a Director of the Electronic Industries Association of Japan.

Share Capital
Authorised
£5,000,000
in 50,000,000
Ordinary Shares of 10p each
Issued and now
being issued fully paid
£3,000,000

Japan Assets has been informed that applications will be received in respect of a total of 27,000,000 of the Ordinary Shares now being issued. Such applications will be accepted in full in respect of 22,500,000 of the Ordinary Shares now being issued.

Indebtedness

At 27th July, 1981 Japan Assets had no loan capital outstanding or created but unused and no outstanding mortgages, charges, borrowings or indebtedness in the nature of borrowing, including bank overdrafts and liabilities under acceptances or acceptance credits, hire purchase commitments, or guarantees or other material contingent liabilities.

Directors

CHARLES ANNAND FRASER, M.V.O., W.S. (Chairman)
Shepherd House, Inveresk, Midlothian

SIMON COKE
15 Ormidale Terrace, Edinburgh EH12 6DY

IAN FAULCONER HEATHCOAT GRANT
The Old Farm, Glenmoriston, Inverness

YOZO ISHIZUKA (Japanese)
Meguro 1-chome, Meguro-ku, Tokyo 153

Secretary and Registered Office
DAVID THOMAS McLEOD ROSS, F.C.C.A.,
One Charlotte Square,
Edinburgh EH2 4DZ

Investment Managers

IVORY & SIME LIMITED,
One Charlotte Square,
Edinburgh EH2 4DZ

Registrars and Transfer Office

BANK OF SCOTLAND,
26a York Place, Edinburgh EH1 3EY

Auditors and Reporting Accountants

ARTHUR YOUNG McCLELLAND MOORES & CO.,
Chartered Accountants,
17 Abercromby Place, Edinburgh EH3 6LT

Bankers

THE ROYAL BANK OF SCOTLAND LIMITED,
62 Lombard Street, London EC3P 3DE
MITSUBISHI BANK LIMITED,
6 Lombard Street, London EC3V 9AA

Receiving Bankers

NATIONAL WESTMINSTER BANK LIMITED,
New Issues Department,
P.O. Box 78, Drapers Gardens,
12 Throgmorton Avenue,
London EC2P 2BD

Solicitors to the Company

SHEPHERD & WEDDERBURN W.S.,
16 Charlotte Square,
Edinburgh EH2 4YS

Solicitors to the Issue

FRESHFIELDS,
Grindall House, 25 Newgate Street,
London EC1A 7LH

Stockbrokers to the Company

JAMES CAPEL & CO.,
Winchester House,
100 Old Broad Street,
London EC2N 1BQ

Dividend Policy

As a result of Japan Assets' investment policy of capital growth and the low yield on Japanese securities, it is likely that net revenue, and consequently dividends, will be small.

It is the Directors' intention to retain no more than 15 per cent. of the income derived from shares and securities so as to ensure that Japan Assets qualifies for investment trust status for tax purposes.

The dividend will be in the form of a single payment made in or about December in each year commencing in 1982.

Under its Articles of Association Japan Assets cannot distribute surpluses arising on the realisation of investments.

Taxation

The Directors intend (as stated above) to ensure that Japan Assets satisfies the conditions for approval as an investment trust laid down in Section 359 of the Income and Corporation Taxes Act 1970 (as amended) and intend to apply to the Inland Revenue for such approval. Japan Assets will, as a result of the provisions of the Finance Act 1980, be exempt from corporation tax on chargeable gains realised during any accounting period for which such approval is granted.

The income of Japan Assets will be subject to United Kingdom corporation tax in the normal way; income arising from Japan will in addition be subject to Japanese withholding taxes at varying rates but it is expected that double taxation relief will be available.

The Directors consider that Japan Assets will not be a close company immediately following the issue now being made.

Shareholders in Japan Assets may be liable to United Kingdom capital gains tax on capital gains arising from the disposal of their shares in Japan Assets.

Accounts and Accountants' Report

Annual accounts will be made up to 30th September in each year. Japan Assets' first accounting period will end on 30th September, 1982.

The following is the text of a report received by the Directors of Japan Assets from Arthur Young McClelland Moores & Co., Chartered Accountants, the Auditors of Japan Assets:

17 Abercromby Place,
Edinburgh EH3 6LT
27th July, 1981

The Directors,
Japan Assets Trust Public Limited Company,
One Charlotte Square, Edinburgh EH2 4DZ

Gentlemen,

We report that Japan Assets Trust Public Limited Company was incorporated on 24th July, 1981. The Company has not yet commenced business, nor has it made up any accounts or declared any dividends.

Yours faithfully,
Arthur Young McClelland Moores & Co.
Chartered Accountants

Statutory and General Information

1. Share Capital

Japan Assets was incorporated in Scotland under the Companies Acts 1948 to 1980 on 24th July, 1981 as a public company limited by shares with an authorised share capital of £5,000,000 divided into 50,000,000 Ordinary Shares of 10p each, of which the two subscribers' shares have been issued at 25p each and are included in the issue.

Japan Assets has not carried on business or incurred borrowings pending the issue by the Registrar of Companies of a certificate under Section 4 of the Companies Act 1980.

2. Underwriting and Expenses of Issue

By an Agreement dated 27th July, 1981 ("the Underwriting Agreement"), subject to the shares now being issued being admitted to the Official List not later than 6th August, 1981, Guinness Mahon & Co. Limited has agreed with Japan Assets to underwrite the issue of such shares on the terms and conditions therein contained for a commission of 2 per cent. (exclusive of Value Added Tax) of the aggregate issue price of such shares out of which it will pay a commission to any sub-underwriters, a fee to James Capel & Co. and its own legal and out of pocket expenses.

Japan Assets will pay its preliminary expenses of £400 (exclusive of Value Added Tax) and also the expenses of and incidental to the issue (including all accountancy and its own legal expenses, Capital Duty of £75,000, The Stock Exchange listing fee, the above-mentioned underwriting commission, the costs of printing, advertising and distributing this Prospectus and the fees and expenses of the Receiving Bankers and the Registrars). The aggregate costs and expenses payable by Japan Assets in respect of the issue of the shares (excluding Value Added Tax where applicable) are estimated to be £296,400. After meeting these expenses and Value Added Tax thereon, the net proceeds of the issue are estimated to amount approximately to £7,169,900. If no allotment of shares is made the expenses of the issue will be paid by Ivory & Sime.

3. Articles of Association

The Articles of Association of Japan Assets contain (inter alia) provisions to the following effect:

Directors

(i) A Director shall not be required to hold any shares of Japan Assets by way of qualification. A Director who is not a member of Japan Assets shall nevertheless be entitled to attend and speak at General Meetings.

(ii) 30,000,000 Ordinary Shares shall be at the disposal of the Directors, and the Directors are authorised to allot the same to such persons, and at such times and generally on such terms and conditions as they think proper, and Section 17 of the Companies Act 1980 shall not apply to any allotment of shares made by the Directors as aforesaid, but the authority given to the Directors shall terminate on the date of the first Annual General Meeting of Japan Assets.

(iii) The Directors of Japan Assets shall be paid such remuneration for their services as may be determined by the Board save that unless otherwise approved by Japan Assets in general meeting the aggregate amount of such remuneration shall not exceed £25,000. Such remuneration shall be deemed to accrue from day to day. The Directors are also entitled to be paid all travelling, hotel and incidental expenses properly incurred by them in connection with the business of Japan Assets. Any Director appointed to executive office or who serves on any committee or who performs special services may be paid such extra remuneration as the Directors may determine.

(iv) At the first Annual General Meeting of Japan Assets all the Directors shall retire from office and each Annual General Meeting thereafter so long as the Board consists of no more than five, one of their number shall retire from office, and if the Board exceeds five then one third of all the Directors for the time being, or, if their number is not a multiple of three, then the number nearest to one third but not exceeding one third shall retire from office.

(v) The Board may pay and agree to pay pensions or other retirement, superannuation, death or disability benefits or allowances to or to any person in respect of any Director or former Director who may hold or may have held any executive office or employment under Japan Assets or any subsidiary of Japan Assets or its holding company (if any) and for the purpose of providing any such pensions or other benefits or allowances may contribute to any scheme or fund and may make payments towards insurances or trusts in respect of such persons.

(vi) The provisions of Section 185 of the Companies Act, 1948 apply to Japan Assets save that the said section should be read as if the age therein mentioned was seventy-five in substitution for seventy.

(vii) (a) Save as aforesaid a Director shall not vote in respect of any contract or arrangement or any other proposal whatsoever in which he has any material interest otherwise than by virtue of his interests in shares or debentures or other securities of or otherwise in or through Japan Assets. A Director shall not be counted in the quorum at a meeting in relation to any resolution on which he is debarred from voting.

(b) A Director shall (in the absence of some other material interest than is indicated below) be entitled to vote (and be counted in the quorum) in respect of any resolution concerning any of the following matters namely:

- (i) the giving of any security or indemnity to him in respect of money lent or obligations incurred by him at the request of or for the benefit of Japan Assets or any of its subsidiaries;
- (ii) the giving of any security or indemnity to a third party in respect of a debt or obligation of Japan Assets or any of its subsidiaries for which he himself has assumed responsibility in whole or in part under a guarantee or indemnity or by giving of security;
- (iii) a proposal concerning an offer of shares or debentures or other securities of or by Japan Assets or any of its subsidiaries for subscription or purchase in which offer he is personally interested as a participant in the underwriting or sub-underwriting thereof.

هذا من الأصل

UK COMPANY NEWS

MINING NEWS

Amax joint venture in S. Korea

THE WORLD'S leading producer of molybdenum, Amax's Amax retains its faith in the metal in the face of the current weakness in the worldwide market.

Amax's exploration effort spans the world and, according to news agency reports from Seoul, its latest target is South Korea.

Officials of Hyundai Corporation, a large Korean industrial concern, said yesterday that Amax and Hyundai have reached agreement in principle to explore for molybdenite ores in the country, and are awaiting Government permission to go ahead. Amax confirmed this from the U.S.

The initial exploration programme is likely to be modest in scale, and would probably cost around Won 280m (£216,000), according to Hyundai.

The joint venture, if approved, will be Hyundai's first mining exploration project with a foreign company in South Korea.

Hampton ends takeover bid for Paringa

THE OFFER by the UK-registered Hampton Gold Mining Areas for Paringa Mining and Exploration has expired, leaving Hampton with 26.59 per cent of Paringa's issued capital.

Hampton wrote to Paringa earlier this month to indicate that the offer would not be extended, which leaves the way clear for Apollo International Minerals, a little-known Australian exploration company.

Apollo is currently standing in the market for any Paringa shares at a price of A\$1.40, currently equivalent to about 80p.

Apollo's offer has been extended until August 17, which gives Hampton some three weeks to decide whether to accept in respect of its shareholding, much of which was bought at prices ranging up to 62p.

Paringa's main attraction is a 10 per cent interest in the Que River silver-lead-zinc-copper-gold property in Tasmania, which went into production in February this year.

The shares were a penny harder at 84p in London yesterday.

First-half downturn at Falconbridge Nickel

BY GEORGE MILLING-STANLEY

CANADA'S SECOND largest nickel producer, Falconbridge Nickel Mines, has followed the market leader Inco in reporting sharply lower profits for the first six months of 1981.

In the wake of Inco's 51 per cent downturn at the net level, reported last week, Falconbridge has turned in a fall to C\$16.5m (£7.2m), or C\$3.22 a share, compared to C\$52.8m or C\$8.98 a share for the comparable period of 1980.

Falconbridge said yesterday that the 69 per cent fall reflected higher production costs, lost production due to strikes, and lower metal prices, the last offset to some extent by the more favourable exchange rate against the U.S. dollar, reports John Sogatzich from Toronto.

Nickel sales were higher, but Falconbridge expects a downturn in the third quarter owing to normal seasonal fluctuations.

The prime factor in the first-half decline was a reduction of \$11m in the contribution from

integrated nickel operations, a fall of \$7.9m at Falconbridge Copper and a loss of \$3.7m at Falconbridge Dominicana, the group's operations in the Dominican Republic.

Better news of the first half of the year is provided by Denison Mines, where net income from all sources increased to C\$27.6m or C\$2.05 a share from C\$23.9m or C\$1.85.

The company had an operating loss of C\$2.8m compared with a profit of C\$4.1m in the first half of 1980 after the deduction of production, exploration and administration costs.

Mr. Stephen B. Roman, Denison's chairman, said three factors had a significant impact on the results for the first half. On the positive side, these were the net gains on the sale of participations in the Coalpur thermal coal property in Alberta, and disposals of other investments, while the main offsetting factor was the payment of C\$17.5m for the settlement of uranium litigation with Westing-

house Electric and the Tennessee Valley Authority in the U.S.

Placer Development's 72 per cent-owned Gibraltar Mines, a copper and molybdenum producer, attributed its first-half loss of almost C\$500,000 against a profit of C\$20.1m to higher operating costs, lower copper prices and a significant weakness in demand for molybdenum.

The company said the loss occurred despite an increase of one-third in the volume of copper concentrate sales.

Another Placer subsidiary, the British Columbia silver-copper-gold producing Equity Silver Mines, had first-half net profits of C\$4.3m. The open-pit operation started only last October, so that there are no comparative figures.

Aquitaine Company of Canada, which is currently being taken over by Canada Development Corporation, saw first-half net profits fall to C\$34.8m against C\$36.6m in the first six months of last year.

Burtonwood Brewery to hold prices

In his annual statement, Mr Richard Gilchrist, chairman of Burtonwood Brewery Company (Forshaw), says that a major source of increased profits has been improved productivity.

Pre-tax surplus rose from £2.17m to £2.76m for the year ended March 31 1981, as reported on July 3. This was better than directors had predicted at mid-year.

Mr Gilchrist says that it is difficult to be optimistic about trade in the immediate future. "We can see little sign of an end to the present national recession and we are concerned by the ever increasing price of beer, which is adversely affecting the company, our tenants and our customers alike."

"We intend to hold our prices at least until the end of the summer and whilst this will inevitably result in reduced profits in the short term, we believe that given the continued support and enthusiasm of our employees, it will help to maintain sales volumes and full employment throughout the company."

Fixed assets increased from £7.65m to £8.31m, current assets from £3.42m to £4.62m and shareholders' funds from £7.99m to £9.33m.

Meeting, Burtonwood, near Warrington, August 13, 11 am.

Full-time loss increases at Harold Ingram

Optimism expressed at mid-year turned to bitter disappointment at Harold Ingram as this knitwear garment group finished the year to April 30, 1981 with pre-tax loss up from £113,035 to £215,214. Sales were slightly down at £5.87m against £5.97m, but the 12 months compared with an interim of 1.44p net last.

At half-time, when near break-even with a profit of £1,354 (£210,265), the company said it had benefited from re-organisation and slightly better trading conditions should be reflected in the second half.

Mr Harold Ingram, the chairman, says the improvement mid-way was not sustained and currently trading is "as bad as it has ever been with no detectable signs of a turn for the better."

The one bright spot, he says, is London Parcels. Although this company incurred an increased loss of £136,000 for the year he is hopeful of it breaking even at the end of the current 12 months. The group's last year 10p share was 3.9p (2.2p) and net asset value at year end was 79.7p.

A new look at old tin mines

AN OFFICIAL go-ahead was given yesterday for another Cornish mining venture, reports our Cornwall correspondent. The County Council planning committee has agreed to a scheme for new exploration in some mineworkings abandoned at the turn of the century.

They are within a few miles of the Redoubt mine on the outskirts of Callington where the Dunderdon group's South West Consolidated Minerals already has approval for mining operations.

The company has given permission to carry out the exploration work in the Redoubt mine on the Redoubt mine on the outskirts of Callington where the Dunderdon group's South West Consolidated Minerals already has approval for mining operations.

The company has given permission to carry out the exploration work in the Redoubt mine on the Redoubt mine on the outskirts of Callington where the Dunderdon group's South West Consolidated Minerals already has approval for mining operations.

The company has given permission to carry out the exploration work in the Redoubt mine on the Redoubt mine on the outskirts of Callington where the Dunderdon group's South West Consolidated Minerals already has approval for mining operations.

acres of mineral rights and the exploration work is expected to take three years.

Work will be carried out in the Harrowbarrow and Kit Hill areas which were all part of the much wider Tamar Valley tin mining operations of the last century. Exploration will be carried out at the long abandoned Prince of Wales mine at Harrowbarrow in Calstock and the Kingston Down and East Kit Hill mines.

In his work "The Mines of Cornwall and Devon: Statistics and Observations," published in 1865, Mr Thomas Spargo described the Prince of Wales as an old mine resumed on a new lode with lodes of tin and copper. He added: "The new lode is very kindly."

The four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

The four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

The four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

The three European partners, Holland's Estel Deistoffen (9.5 per cent), Italy's Italsider (7.5 per cent) and Spain's Nacional Siderurgica (5 per cent), have already contracted to sell 1.7m tonnes of coal a year from the site.

Estel will transfer a further one per cent holding in the project to MIM Holdings in order to raise the Australian ownership.

ROUND-UP

Second-quarter net profits of Homestake Mining, the biggest gold producer in the U.S., declined by 65 per cent to \$9.42m (£5m), as a result of the lower gold price.

For the first half, net profits were \$22.2m, well below the \$77m in the previous comparable period.

Assays of up to 1.08 per cent copper and 0.83 grammes of gold per tonne have been encountered so far.

Endeavour has a 49 per cent interest in the venture, with the remainder held by Utah, which has an option to buy the Australian company's interest before September.

Oak Creek is to go forward

THE four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

The four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

The four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

The four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

The four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

The four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

The four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

The four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

The four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

The four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

The four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

The four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

The four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

The four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

The four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

The four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

The four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

The four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

The four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

The four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

The four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

The four partners in Australia's big A\$250m (£153m) Oak Creek joint coking coal venture in Queensland have decided to go ahead with the project, according to MIM Holdings which has a 79 per cent stake in the project.

Congratulations

PWS

PEARSON WEBB SPRINGBETT LTD
Adelaide House, London Bridge,
London, EC4R 9AD

"Lucky she had the right initial!"

The Nottingham Manufacturing Company, Limited

INTERIM REPORT FOR THE SIX MONTHS ENDED 30TH JUNE 1981

Group results (unaudited) for the six months ended 30th June 1981 are as follows:-

	6 months 1981	6 months 1980	Year 1980
Sales	£76,820,000	£72,770,000	£173,855,000
Profit on Trading	£3,515,000	£2,255,000	£11,516,000
Investment Income	2,240,000	2,114,000	4,128,000
	5,755,000	4,369,000	15,642,000
Less: Interest on 6½% Convertible Unsecured Loan Stock 1983/88	305,000	314,000	628,000
Profit before Taxation	£5,450,000	£4,055,000	£15,014,000
Profit after Taxation	£3,815,000	£2,839,000	£11,564,000

Note: Taxation has been charged in respect of the first half of 1981 at the estimated rate chargeable for the year.

The Directors have declared an Interim Dividend of 1.1p per share to be paid on 1st December 1981 (1980—1p per share).

27 July, 1981

Japan Assets Trust

CONTINUED

(v) a proposal concerning any other company in which he is interested, directly or indirectly and whether as an officer or shareholder or otherwise howsoever, provided that he is not the holder of or beneficially interested in one per cent. or more of any class of the equity share capital of such company (or of any third party through which his interest is derived) or of the voting rights available to members of the relevant company (any such interest being deemed to be a material interest in all circumstances);

(vi) a proposal concerning the adoption, modification or operation of a superannuation fund or retirement benefits scheme under which he may benefit and which has been approved by or is subject to and conditional upon approval by the Board of Inland Revenue for taxation purposes;

(vii) Where proposals are under consideration concerning the appointment (including firing or varying the terms of appointment) of two or more Directors to offices or employments with Japan Assets or any company in which Japan Assets is interested, such proposals may be decided and considered in relation to each Director separately and in such cases each of the Directors concerned (if not deemed from voting under the provision to paragraph (b) (iv) above) shall be entitled to vote (and be counted in the quorum) in respect of each resolution except that concerning his own appointment.

(viii) If any question shall arise at any meeting as to the materiality of a Director's interest or as to the entitlement of any Director to vote and such question is not resolved by his voluntarily agreeing to abstain from voting, such question shall be referred to the chairman of the meeting and his ruling in relation to any other Director shall be final and conclusive except in a case where the nature or extent of the interests of the Director concerned have not been fully disclosed.

(ix) Japan Assets may by ordinary resolution suspend or relax the above provisions to any extent or partly any transaction not duly authorised by reason of a contravention of such provisions.

Borrowing Limits

The Board shall restrict the borrowings of Japan Assets and exercise all voting and other rights or powers of control exercisable by Japan Assets in relation to subsidiary companies (if any), so as to secure (as regards subsidiary companies) as far as possible that the aggregate of the aggregate of the amount for the time being remaining undischarged of all monies borrowed by Japan Assets and its subsidiary companies (if any) (exclusive of inter-company borrowings) shall not exceed (without the sanction of an ordinary resolution of Japan Assets) an amount equal to twice the aggregate of the amount paid up or credited as paid up on the capital of Japan Assets and the amounts standing to the credit of the capital and reserve reserves of Japan Assets and its subsidiaries (calculated in accordance with the Articles of Association) or, until such time as the first accounts of Japan Assets shall be made up and audited, £15,000,000.

Votes of Members

On a show of hands every member who is present in person shall have one vote and on a poll every member who is present in person or by proxy shall have one vote for every share of which he is the holder.

Dividends

Appropriation in the value of capital assets and realised profits resulting on a sale of capital assets shall not be treated as profits available for dividend.

4. Directors' and Other Interests

The Directors, including their immediate families, will make firm applications for the number of Ordinary Shares set out against their respective names.

Name of Director

C.A. Fraser

S. Cole

J.F.H. Gant

Ordinary Shares of 10p each
20,000
1,000
3,000

Immediately following this issue it is expected that the undermentioned persons will hold five per cent. or more of the issued share capital of Japan Assets arising from acceptance of firm applications.

Name

London and Manchester Assurance Company Ltd

Phoenix Assurance Company Limited

Ordinary Shares of 10p each
1,800,000
2,400,000

5. Material Contracts

The following contracts entered into by Japan Assets (otherwise than in the ordinary course of business) are or may be material:-

(a) Dated 27th July, 1981 between Japan Assets, Guinness Mahon & Co. Limited and Ivory & Sims, being the aforementioned Underwriting Agreement.

(b) Dated 27th July, 1981 between Japan Assets and Ivory & Sims whereby Ivory & Sims have agreed to act as investment managers to Japan Assets (subject to termination by not less than three years' notice by either party) for a quarterly fee payable in advance equal to 0.25 per cent. of the value of shareholders' funds (as defined therein) of Japan Assets.

6. General

(i) Save for this issue and as disclosed in paragraphs 1 and 2 above:-

(a) no share or loan capital of Japan Assets has been issued for cash or for a consideration other than cash and no such capital of Japan Assets is now proposed to be issued;

(b) no commissions, discounts, brokerage or other special terms have been granted by Japan Assets in connection with the issue or sale of any share or loan capital.

(c) No share or loan capital of Japan Assets is under option or is agreed conditionally or unconditionally to be put under option.

(d) Save for this issue no material issue of shares (other than to shareholders pro rata to existing holdings) will be made within one year and no issue will be made which would effectively alter the control of Japan Assets without in either case prior approval of the shareholders of Japan Assets in General Meeting.

(iv) Japan Assets has no subsidiaries.

(v) The minimum amount which, in the opinion of the Directors, must be raised by the issue in order to provide the sums required to be provided in respect of the matters specified in Paragraph 4 of Part I of the Fourth Schedule to the Companies Act 1948, is £7,500,000, made up as follows:-

Purchase price of property	Nil
Preliminary expenses and commissions (including V.A.T. where applicable) payable in relation to the issue	£172,952
Repayment of monies borrowed in respect of any of the above matters	Nil
Working capital	£7,327,048

The above amounts are to be provided exclusively out of the proceeds of the issue of the shares now offered for subscription.

(vi) Ivory & Sims is the promoter of Japan Assets. Save as disclosed herein no amount or benefit has been paid or given to the promoter and none is intended to be paid or given.

(vii) There are no service contracts in existence between Japan Assets and any of its Directors nor are any such contracts proposed.

(viii) Japan Assets is not engaged in any litigation or arbitration and no litigation or claim is known to the Directors to be pending or threatened against Japan Assets.

(ix) Save as disclosed in paragraph (b) below no Director has any interest, direct or indirect, in the promotion of Japan Assets or in any assets which have been or are proposed to be acquired, disposed of by or issued to, Japan Assets.

(x) No Director is materially interested in any contract or arrangement subsisting at the date hereof which is significant in relation to the business of Japan Assets.

(xi) Arthur Young McClelland Moores & Co. have given and have not withdrawn their written consent to the issue of the documents with the inclusion herein of their report set out above in the form and content in which it is included.

(xii) It is estimated that the aggregate emoluments of the Directors for the financial period ending 30th September, 1982 will not exceed £14,000.

7. Registrations

A copy of this document having attached thereto a copy of the Application Form, a copy of the consent mentioned above, a copy of the Accountants' Report and a copy of each of the material contracts listed above, has been delivered to the Registrar of Companies in Edinburgh for registration.

8. Documents for inspection

Copies of the following documents will be available for inspection at the offices of Freshfields, Gifford Howe, 25 Newgate Street, London EC1A 7LH and Shepherd & Wedderburn W.S., 16 Charlotte Square, Edinburgh EH2 4YS, during normal business hours on any weekday (excluding Saturdays and public holidays) until 11th August, 1981:

- the Memorandum and Articles of Association of Japan Assets;
- the report of Arthur Young McClelland Moores & Co., and their written consent referred to above; and
- the contracts specified under "Material Contracts" above.

Dated 27th July, 1981.

Proceeds for Application

All applications for the Ordinary Shares now being issued must be for a minimum of 500 shares or a multiple thereof up to 5,000 shares, in multiples of 1,000 shares up to 10,000 shares and multiples of 2,000 shares thereafter. Each application must be made on the Application Form provided and be accompanied by a cheque drawn on a bank in and payable in England, Scotland or Wales, for the full amount of the subscription monies, and be forwarded to National Westminster Bank Limited, New Issue Department, P.O. Box 79, Drapers Gardens, 12 Throgmorton Avenue, London EC2P 2BD, so as to arrive not later than 10 a.m. on Tuesday, 4th August, 1981. Each Application Form must be accompanied by a separate cheque which must be made payable to "National Westminster Bank Limited" and be crossed "Not Negotiable". Photostat copies of Application Forms will not be accepted.

Acceptance of applications will be conditional on the Council of The Stock Exchange admitting the Ordinary Shares now being issued to the Official List not later than 8th August, 1981. Monies paid in respect of applications will be returned if such admission is not granted by that date and in the meantime will be retained by National Westminster Bank Limited in a separate account.

All cheques are liable to be presented for payment on receipt and Japan Assets reserves the right to instruct National Westminster Bank Limited to retain non-negotiable Letters of Allotment and any surplus application monies pending clearance of applicants' cheques. The right is reserved to reject any application or to accept any application in part only and in particular to reject multiple or suspected multiple applications. The right is also reserved to treat as valid any application which does not fully comply with the conditions set out herein and in the Application Form. If any application is not accepted, the amount paid on application will be returned in full and, if any application is accepted for fewer Ordinary Shares than the number applied for, the balance of the amount paid on application will be returned, in each case, by cheque through the post at the applicant's risk.

Renounceable Letters of Allotment in respect of Ordinary Shares will be sent to successful applicants by not later than Friday, 7th August, 1981. The last date for registration of renunciations will be Friday, 18th September, 1981. Share certificates will be posted not later than Friday, 16th October, 1981.

Renounceable Letters of Allotment, cheques, certificates and any other documents will be despatched by post at the risk of the persons entitled thereto.

Copies of this Prospectus with Application Forms may be obtained from:-

IVORY & SIMS LIMITED,
One Chadwell Square, Edinburgh EH2 4DZ

GUINNESS MAHON & CO. LIMITED,
32, St. Mary at Hill,
London EC3P 9AJ

JAMES CAPEL & CO.,
Wheatsheaf House,
100 Old Broad Street,
London EC2N 1BQ.

NATIONAL WESTMINSTER BANK LIMITED,
New Issues Department,
P.O. Box 79, Drapers Gardens,
12 Throgmorton Avenue, London EC2P 2BD

Second quarter gain at National Steel

BY LACHLAN DRUMMOND IN NEW YORK

NATIONAL STEEL, the fifth largest U.S. steel producer, has reported a rise in profits for its second quarter, despite the effects of the coal strike and the temporary closure of two of its most efficient steelmaking units. Net income was up from \$3.3m to \$10m on sales ahead from \$84.9m to \$11.1bn.

Production for quarter was almost 45 per cent higher at 2.3m tons and shipments grew from 1.9m tons in the depressed second quarter of last year to 1.8m tons.

However, Mr Howard Lowe, the chairman, warned yesterday that steel orders for the third quarter have softened recently, with business conditions remaining slow and many customer plants closed for holidays. Also, because of the high level of interest rates, customers have been keeping a close watch on levels of stocks and production.

National's main customers are in the motor, container and appliances industries and the company has earlier said that there has been little sign of steel closely related to production of end products.

Mr Lowe said all business segments—covering steel, aluminium and a recently-acquired savings and loan group—were profitable for the latest quarter and that, with the coal strike now settled and the company's two coal-producing units back in action after a breakdown and a fire, operations would be improved.

For the six months, net profits came to \$34.7m compared with \$11.0m last time when there was a \$85.5m gain from the sale of coal properties.

Sales for the half-year totalled \$2.16bn compared with \$2.01bn and earnings per share came out at \$1.85 against \$1.51, with the second-quarter contribution ahead from 18 cents to \$1.02.

Seagram offer pulls in 20% of Conoco

By Paul Betts in New York

SEAGRAM SAID yesterday that 17m Conoco shares, or the equivalent of about 20 per cent of the oil company's outstanding stock, had been tendered to the Canadian drinks group.

Seagram, which together with Du Pont and Mobil is in the thick of the unprecedented bidding battle for control of Conoco, has offered \$92 a share for 51 per cent of Conoco.

Although Seagram is still seeking to acquire a controlling interest in Conoco, the Canadian company said it would buy all shares tendered to it immediately after the expiration of the withdrawal date on Friday for its offer.

At the same time, about 40 per cent of Conoco's shareholders are understood to have tendered their shares to Du Pont which is offering \$95 a share for 40 per cent of all Conoco outstanding stock and 1.7 Du Pont shares for each remaining Conoco share.

Mobil is also expected to announce in the next few days how many Conoco shares have been tendered under its \$90 a share offer for 51 per cent of the Conoco equity and securities with a market value of \$90 a share for the rest.

Profits rise at Tenneco

EARNINGS MOVED up from \$186m to \$203m or \$1.50 a share in the second quarter at Tenneco, the Houston-based diversified energy company.

Sales of \$3.77bn, compared with \$3.29bn last time, brought the six month total to \$20.7m or \$1.50 a share on sales of \$17.5bn against \$15.1bn in fiscal 1980. Tenneco earned \$726m or \$5.95 a share and Wall Street forecasters have predicted earnings around the \$6.70 level this time.

David Lascelles in New York explains why the U.S. banks have been so eager to line up \$40bn worth of stand-by finance

Takeover fever is good for bankers' health

"ONLY EIGHT WEEKS ago, it would have been hard to imagine credits this big and with these terms," said a senior New York banker last week of the multibillion dollar financing facilities put together by bidders for Conoco, and by other big companies.

That was something of an understatement. The more than \$40bn assembled by international banks for corporate "war chests" have turned out to be just as gargantuan and controversial as the Conoco takeover battle itself.

Apart from setting new records, they have displayed U.S. banks in a new light: as willing ammunition merchants in a hostile bidding contest. Some people are also worried that the credits will drive up U.S. interest rates even higher or burst like a dam to flood the U.S. money supply.

In practice, such cataclysms seem unlikely, because the financings are in the form of credit lines which may not be drawn down. Even if they are, the monetary impact will depend on what Conoco shareholders do with their gains—reinvest them or spend them. Also, even though other companies are known to have arranged multibillion dollar credits which have not been publicised, the sums involved are still small when set against the total amount of money in the dollar banking system.

Yet the sheer drama of a string of announcements of multibillion dollar deals was enough to prompt Mr Paul Volcker, the chairman of the Federal Reserve, publicly to question the banking wisdom behind them: Politicians and consumer groups have also had sharp words to say about the way Mobil can muster \$6bn for

a takeover when young couples cannot get a mortgage for their first house.

Fears that the Federal Reserve Board (Fed) might try and put a stop to it all contributed to Mobil's decision to draw down its \$5bn last week, long before it needed the money. The Fed has no statutory powers to stop the banks making particular types of loans, but it could issue a directive discouraging "non-productive" lending, as it did last year to put a brake on commodity speculation. Whether this would have any effect is an open question, particularly if the banks decided to haggle over the precise meaning of "non-productive".

The deals are also something of an embarrassment to the Fed because they show just how freely money is available, despite its supposedly tight monetary policy.

The controversy has thrown the big U.S. banks somewhat on the defensive. But, privately, they are rubbing their hands in satisfaction over what are, by any standards, highly lucrative deals involving virtually no credit risk.

The banks will earn a hefty fee simply for setting up the facilities, whether or not they are drawn down. Customarily, this is about 1 per cent of the total credit, which essentially means that banks are earning money for doing little more than reserving space on their balance sheets for loans to some of the most creditworthy borrowers in the world.

If loans are drawn down, then the banks would assume a funding risk. However, the terms of promise banks' profit or spread" which is in some cases quite generous. Du Pont, for instance, will pay 1 per cent

over Libor, or the prime rate plus 1 per cent. Normally a quality company like Du Pont would pay less than the prime rate, but jumbo credits command a premium.

Not all the credits have been assembled to further takeover

holdings do not impinge on a bank's main line of business, this highlights the complex web of relationships created by the takeover war.

Along with Citibank, Chase Manhattan has emerged as a conspicuous participant in the drama. Some view Chase's aggressiveness as a sign of the changes there since Mr David Rockefeller was succeeded as chairman last spring by Mr Willard Butcher, who launched its catchy promotion campaign "Chase is on." But people at Chase say they have always seen themselves as lead bankers in the energy business, which is what the Conoco takeover battle is all about.

Some observers are surprised that Morgan Guaranty, the premier corporate bank which is especially strong on oil, is not more prominent. This has to do with the fact that Mr Ralph Bailey, the chairman of Conoco, is on Morgan's board of directors, which places the bank in a rather delicate position. It arranged a \$300 credit for Conoco, and would have liked to have led some of the other big credits, but it was shunned by Conoco's would-be purchasers who perceived it to be too firmly planted in the Conoco camp.

Foreign as well as U.S. banks have participated in the deals, many of them stumping up as much as \$250m-\$300m per customer. The Canadian banks, which are not subject to the same lending limits as U.S. banks, have taken particularly large positions. The syndicate leaders insisted on big participations to save time and cost—it took about ten days to put together a typical credit. But this did exclude all but the world's 30 or 40 largest banks from the Manufacturers Hanover nearly 2 per cent. Morgan and Chase also have stakes. While trust

volatility interest rates have done to their loan business. Higher fees also improve a bank's return on assets, a key measure of performance.

The sheer size of these credits is striking of course. But so are the terms—or lack of them. U.S. banks have traditionally been reluctant to finance unfriendly takeovers, viewing the business as unsavoury.

But this is changing fast. None of the recent big credits, it is believed, restricts the use to which the borrower can put the funds. "Many banks don't like it, but when business like this comes along, you don't have too much choice," said one banker. "This means that several big banks found themselves financing opponents in the takeover battle."

Citibank, leader of several credits, is financing both Seagram and Mobil. But it justifies this apparent conflict with the newly fashionable "common carrier" doctrine, which says that banks are simply conduits for funds: if their customers happen to be in conflict, that is their business and not that of the banks. The doctrine strikes some people as specious, but it provides banks with an answer to the charge that they are indiscriminately financing a battle of giants which will bring few benefits to the public at large.

The odd position of the banks in the oil industry takeover war has another facet to it. Many of them are also, through their trust departments, major shareholders in Conoco and in its bidders. Bankers Trust has nearly 7 per cent of Conoco, Citicorp almost 4 per cent. Manufacturers Hanover nearly 2 per cent. Morgan and Chase also have stakes. While trust

Morton-Norwich files to block Rhone-Poulenc sale

BY OUR NEW YORK STAFF

MORTON-NORWICH Products, a U.S. drugs and specialty chemicals company, has filed a lawsuit against Rhone-Poulenc of France to prevent the French chemicals group from selling its 20.3 per cent shareholding in the U.S. concern. Rhone-Poulenc announced two weeks ago that it intended selling its 2.5m shares in the U.S. company.

But Mr Charles Locke, chairman of Morton-Norwich, a company with annual sales of almost \$1bn, claimed that the French company was laying open Morton-Norwich to an unwelcome takeover.

In its lawsuit, Morton-Norwich alleged yesterday that Rhone-Poulenc's decision to dispose of its shares violated the agreement struck between the two companies in 1978 when the French chemicals concern acquired its shareholding.

Morton-Norwich said that under the 1978 agreement, Rhone-Poulenc cannot dispose of its shares other than in a public offering or open market sales without Morton-Norwich's consent, except in limited circumstances. At present, these circumstances do not exist.

Mr Locke also said yesterday: "The company is greatly disturbed by Rhone-Poulenc's actions and is determined to take all appropriate steps to insure that the 1978 agreement with Rhone-Poulenc is enforced."

FT INTERNATIONAL BOND SERVICE

The list shows the 200 latest international bond issues for which an adequate secondary market exists. For further details of these or other bonds see the complete list of Eurobond prices which will be published next on Thursday August 13.

U.S. DOLLAR	Issued	Bid	Offer	Day	Week	Yield
Am. Air. 15% 88 (WV)	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Am. Tel. & Tel. 12% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
CIBC 14% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
CIBC 15% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
CNA 15% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
ECF 14% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 12% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 13% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 14% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 15% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 16% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 17% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 18% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 19% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 20% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 21% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 22% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 23% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 24% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 25% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 26% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 27% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 28% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 29% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 30% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 31% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 32% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 33% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 34% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 35% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 36% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 37% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 38% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 39% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 40% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 41% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 42% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 43% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 44% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 45% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 46% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 47% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 48% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 49% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 50% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 51% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 52% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 53% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 54% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 55% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 56% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 57% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 58% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 59% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 60% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 61% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 62% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 63% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 64% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 65% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 66% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 67% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 68% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 69% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 70% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 71% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 72% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 73% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 74% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 75% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 76% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 77% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 78% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 79% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 80% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 81% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 82% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 83% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 84% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 85% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 86% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 87% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 88% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 89% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 90% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 91% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 92% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 93% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 94% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 95% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 96% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 97% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 98% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 99% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57
Enbridge 100% 88	85	107 1/2	108 1/2	107 1/2	108 1/2	10.57

INTERNATIONAL CAPITAL MARKETS

\$100m Citicorp zero bond

BY PETER MONTAGNON, EUROMARKETS CORRESPONDENT

CITICORP yesterday launched a \$100m bond issue in the Eurobond market with an unusual structure designed to allow investors to lock into high yields for a relatively small outlay of funds.

The bonds bear no interest but have been priced at 60¢ per cent to yield 14.5 per cent, to maturity in three years' time.

Each \$1,000 nominal of the issue will have two warrants attached allowing holders to purchase within 12 months a further \$2,000 nominal of a seven-year series of zero coupon bonds, priced to yield 14 1/2 per cent.

Purchasers of the bonds may choose to sell their warrants at a price estimated yesterday by the lead manager, Morgan Guaranty, of between 1.5 and 1.75 per cent. This would reduce the effective cost of buying into the three-year issue and raise its yield accordingly.

Alternatively, if yields on other Citicorp paper fall to below 14.5 per cent during the next year bondholders may decide to exercise their option to buy into the longer-dated series. In neither case is a large outlay required to obtain the desired yield.

The issue was announced as Eurobonds yesterday recovered by about 1/2 of a point after the unexpectedly large decline in

U.S. money supply reported on Friday. But there was little follow-through to the early rally after the New York domestic market opened lower ahead of Wednesday's scheduled announcement of the next large U.S. Treasury re-funding exercise.

D-Mark foreign bonds shed about 1/2 of a point yesterday, while Swiss franc issues rose by a similar amount. Nonetheless, the relatively high level of Swiss rates prompted the Mexican financing concern, Nafinsa, to postpone the issue it had planned to launch this week



Compagnie Luxembourgeoise de la Dresdner Bank AG

— Dresdner Bank International —
Luxembourg

Summary Financial Statement as of March 31, 1981
(thousands of Lux. Francs)

Balance Sheet	
Assets	Liabilities
Liquid Assets:	Preferred creditors
Cash, balances in postal cheque account and with central banks	Collection items payable
Balances with banks at sight (incl. for agreed periods up to one month)	Liabilities to banks
Collection items and other assets	at sight and up to one month
realisable at short notice	for agreed periods of more than one month
Balances with banks payable for agreed periods of more than one month	Current accounts and deposits
Bills discounted	up to one month
Other advances	for agreed periods exceeding one month
Securities	Debitures
Miscellaneous	Sundry creditors
Fiduciary accounts	Miscellaneous
Fixed assets	Fiduciary accounts
	Capital and reserves
	Provisions for contingencies and depreciation
	Balance brought forward
	Profit
358,829,902	358,829,902

Profit and Loss Account

Expenditure	Revenue
Interest and commissions	Interest and commissions
General expenses	Other income
Provisions for contingencies and depreciation	Release of provisions for contingencies and depreciation
Other expenses	
Net profit	
32,120,615	32,120,615

The Ratified Balance Sheet and Profit and Loss Account will be published in the 'Memorial—Recueil des Sociétés et Associations' of the Grand-Duchy of Luxembourg.

Compagnie Luxembourgeoise de la Dresdner Bank AG

— Dresdner Bank International —

28 Rue du Marché-aux-Herbes, P.O. Box 355, L-2013 Luxembourg
Telephone 4 76 01, Telex 2558 DRINT (all departments)
Telephone 4 28 16, Telex 2302 DRIFX (Euro money/Foreign Exchange/Precious Metals/Securities)
Cable address: Bankcompagnie Luxembourg

Zurich Branch:
Färberstrasse 6 (Seehof), P.O. Box 64, CH-8034 Zurich
Telephone (01) 25 19 100, Telex 57 104 DRINT CH
Cable address: Bankcompagnie Zurich

Affiliation:
Dresdner Forfaitierungs Aktiengesellschaft
P.O. Box 630, CH-8034 Zurich
Telephone (01) 89 41 41, Telex 53 726 DREFA

Companies and Markets

Enoxy to start trading next year

By James Buxton in Rome
ENOXY, the joint venture formed by the Italian state holding company, ENI, and Occidental Petroleum of the U.S., will begin trading on the first day of 1982.

Heads of agreement on the \$1.05bn venture were signed yesterday in Rome by Dr Armando Hammer, the 33-year-old head of Occidental, and Dr Alberto Grandi of ENI.

The new concern will take over 60 Italian chemical plants at present in the hands of ENI and four coal mines in the U.S. owned by Occidental.

ENI will transfer to Enoxy chemical plants belonging to the defunct Societa Italiana Resine (SIR), which it has taken over, and some belonging to ANIC, its own chemical subsidiary.

The SIR plants, which are in Sardinia, are of modern design but either not completed, not working or operating below capacity because of the collapse of the company. Mr Zoltan Merszel, Occidental's vice chairman who was formerly chairman of Dow Chemicals, said yesterday that it would cost \$250m to complete an ethylene plant at Cagliari in Sardinia. The other work needed by other plants would be mainly maintenance. Sales of chemicals are expected to reach \$1.5bn initially.

Luxembourg Dresdner fall

By Our Financial Staff
NET INCOME at Cie Luxembourgeoise de la Dresdner Bank fell to LuxFr 766m (\$19m) in the year ended March 31 from LuxFr 1,066m in previous year, the parent company, Dresdner Bank, said. Narrower interest margins and higher provisions for risk in international business were blamed for the drop.

Dresdner is to receive a 12 per cent dividend from the increased capital of LuxFr 3.1bn.

Metallgesellschaft deal blocked

BY LESLIE COLTIN IN BERLIN

FINANCIAL LINKS between Veba, West Germany's largest industrial and energy group, and Metallgesellschaft, the Frankfurt-based resources company, have been blocked by the West German Cartel Office.

Informal talks were held earlier this month in Berlin between representatives of the two companies and the Cartel Office on whether it would approve of Veba acquiring a major stake in Metallgesellschaft from Dresdner Bank.

The Cartel Office said Veba was likely to spark off a new wave of speculation over the structure of ownership at Metallgesellschaft.

Granges and Stora Kopparberg. The intention was to restore the competitiveness of Sweden's ordinary steel industry by a programme of pruning and modernising financed by the Government.

The stock transfer aims at "facilitating the negotiations on the capital reinforcement of SSAB" the two private companies said in a joint communiqué. It may also open the way for Electrolux to complete the sale of Granges' power station holdings to the state power board.

This deal, which would give Electrolux a net capital gain of SKr 850m (\$184m), has been blocked by Mr Nils Aasling, the Minister of Industry, who has made it conditional on a solution being found to the capital requirements of the steel company.

SSAB was formed in 1978 from the merger of the state, making interests of the state, to be worth at least DM 500m (\$205m).

The Cartel Office said it would not approve the share sale because Metallgesellschaft's "dominating market position" would have been strengthened by Veba. It noted that in addition the two companies had complementary interests. Veba is the leading wholly German oil company. Metallgesellschaft's engineering subsidiary, Lurgi, builds petrochemical plants.

The Cartel ruling seems likely to spark off a new wave of speculation over the structure of ownership at Metallgesellschaft. Dresdner Bank is understood to own between 35 per cent and 40 per cent of the company despite the sale earlier this year of a 10 per cent stake to the Kuwaiti Petroleum Company.

Companies whose names have recently been linked with Metallgesellschaft include Deutsche BP, Ruhrkohle, the German coal mining group, and the Flick industrial empire. Yesterday Flick denied any involvement.

Metallgesellschaft's fortunes have improved markedly in recent years. For 1980 the company reported more than

doubled net profits of DM 42m on sales of DM 87m after restructuring of its manufacturing operations which have incurred a string of past losses.

Veba, which is 44 per cent controlled by the German Government, saw turnover rise to DM 41.5bn from DM 38.5bn in 1980.

Metallgesellschaft is 20 per cent owned by Arab investors. Its other major shareholder is a holding company representing Siemens, Deutsche Bank and the insurance group, Allianz. This holds 27 per cent of the shares.

Stora to sell stake in SSAB

BY WILLIAM DUFFLOR, NORDIC EDITOR, IN STOCKHOLM

STORA KOPPARBERG is selling its 35 per cent share in Svenska Staal (SSAB), the Swedish steel company, to the other private shareholder, Granges for a nominal sum.

Granges, now owned by Electrolux, will then hold half the SSAB capital. The other half is owned by the state.

The stock transfer aims at "facilitating the negotiations on the capital reinforcement of SSAB" the two private companies said in a joint communiqué. It may also open the way for Electrolux to complete the sale of Granges' power station holdings to the state power board.

This deal, which would give Electrolux a net capital gain of SKr 850m (\$184m), has been blocked by Mr Nils Aasling, the Minister of Industry, who has made it conditional on a solution being found to the capital requirements of the steel company.

SSAB was formed in 1978 from the merger of the state, making interests of the state, to be worth at least DM 500m (\$205m).

The Cartel Office said it would not approve the share sale because Metallgesellschaft's "dominating market position" would have been strengthened by Veba. It noted that in addition the two companies had complementary interests. Veba is the leading wholly German oil company. Metallgesellschaft's engineering subsidiary, Lurgi, builds petrochemical plants.

The Cartel ruling seems likely to spark off a new wave of speculation over the structure of ownership at Metallgesellschaft. Dresdner Bank is understood to own between 35 per cent and 40 per cent of the company despite the sale earlier this year of a 10 per cent stake to the Kuwaiti Petroleum Company.

Jobs guarantee sought in Eleusis sale

BY Victor Walker in Athens
POTENTIAL buyers for the Eleusis shipyards may have to provide the Commercial Bank of Greece with a guarantee of full employment for the yards' 1,300 workforce.

Mr Panagiotis Vourloumis, the managing director of the bank, which has owned the Eleusis yards since 1976, says there are three "sticking points" in considering offers.

There must be no dismantling, the purchase price must represent a quantum improvement for the bank and in the event of a leasing arrangement there must be ample guarantees.

The bank confirms that it is inviting bids internationally for Eleusis, which represents the second largest ship construction and repair facility in Greece. Mr Vourloumis, who has been "looking" quietly for some years for a suitable buyer but has now been encouraged to put the search on a more systematic basis by an operating profit for last year of \$5m.

The Eleusis shipyards are a few miles outside Piraeus, on the other side of the Bay of Eleusis from the Marichos owned facilities. Equipment includes a 45,000-tonne building berth and three docking docks of a capacity up to 120,000 dwt.

Interest payments, which last year amounted to \$18m on about \$104m of debt, have pushed the yards into the red. Cumulative losses at the end of 1980 topped \$71m.

Last year's operating profit of \$5m, which was achieved on a turnover of \$38m, excludes interest costs.

The Eleusis yards are doing much better than they were but they could be doing a lot better still, says Mr Vourloumis.

Michelin plants hit
Manufacture Française de Pneumatiques Michelin, the industrial arm of the Michelin tyre group, is to close its five plants at Clermont-Ferrand in central France for 14 days between now and the end of this year, AP-DJ reports.

Japanese printers lift earnings

BY YOKO SHIBATA IN TOKYO

DAI NIPPON PRINTING, Japan's largest printing company and Toppan Printing, the second largest, posted increased earnings and sales for the first year ended May 31, 1981, helped by a shift in business towards the electronics area, with its higher growth potential, in such areas as integrated circuits and large-scale integrated circuits.

Operating profits at Dai Nippon were 9.3 per cent up on the year, at Y41,036m (\$176m), and net profits 11.2 per cent up, at Y42,280m, on sales of Y481,470m (\$2,101m), up 13.6 per cent. Profits per share rose to Y43.19 from Y42.07. The year's dividend is increased to Y10 a share, from Y8.

Sales of the commercial printing division showed an increase of 21.5 per cent, to account for 43.5 per cent of the company's turnover, against a background of buoyant sales of photo masks for IC and LSIs, and shadow masks for colour televisions.

Weak consumer demand restricted sales of packaging and special printing to a rise of 3.1 per cent, to account for 36.9 per cent of total turnover.

Toppan Printing's operating profits rose by 9.2 per cent to Y27,800m. Net profits were Y13,610m, up 3.4 per cent, on sales of Y412,145m, up 13.4 per cent. Profits per share slipped back to Y37.85, from Y38.55.

Sale in Toppan's securities division, which includes the printing of magnetic credit cards and pass books for post office deposits, as well as of stocks and bonds rose, by 17.7 per cent, to account for 3.4 per cent of the total turnover.

Publication printing turnover rose by 12.7 per cent to account for 20 per cent of all turnover.

For the current year, both companies foresee in general sluggish demand and heavier competition in the domestic market, but see sales of electronic precision components, however, are expected to provide an impetus.

Dai Nippon's full year operating profits are forecast at Y45bn, up 4.8 per cent, on sales of Y512bn, up 6.4 per cent. Toppan Printing's operating prospects are expected to reach Y30bn, up 7.9 per cent, on sales of Y450bn, up 9.1 per cent.

Publication printing turnover rose by 12.7 per cent to account for 20 per cent of all turnover.

For the current year, both companies foresee in general sluggish demand and heavier competition in the domestic market, but see sales of electronic precision components, however, are expected to provide an impetus.

Dai Nippon's full year operating profits are forecast at Y45bn, up 4.8 per cent, on sales of Y512bn, up 6.4 per cent. Toppan Printing's operating prospects are expected to reach Y30bn, up 7.9 per cent, on sales of Y450bn, up 9.1 per cent.

Publication printing turnover rose by 12.7 per cent to account for 20 per cent of all turnover.

For the current year, both companies foresee in general sluggish demand and heavier competition in the domestic market, but see sales of electronic precision components, however, are expected to provide an impetus.

Dai Nippon's full year operating profits are forecast at Y45bn, up 4.8 per cent, on sales of Y512bn, up 6.4 per cent. Toppan Printing's operating prospects are expected to reach Y30bn, up 7.9 per cent, on sales of Y450bn, up 9.1 per cent.

Publication printing turnover rose by 12.7 per cent to account for 20 per cent of all turnover.

For the current year, both companies foresee in general sluggish demand and heavier competition in the domestic market, but see sales of electronic precision components, however, are expected to provide an impetus.

Dai Nippon's full year operating profits are forecast at Y45bn, up 4.8 per cent, on sales of Y512bn, up 6.4 per cent. Toppan Printing's operating prospects are expected to reach Y30bn, up 7.9 per cent, on sales of Y450bn, up 9.1 per cent.

Publication printing turnover rose by 12.7 per cent to account for 20 per cent of all turnover.

For the current year, both companies foresee in general sluggish demand and heavier competition in the domestic market, but see sales of electronic precision components, however, are expected to provide an impetus.

AMERICAN QUARTERLIES

MILTON BRADLEY	1981	1980
Second quarter	\$	\$
Revenue	68.1m	62.8m
Net profits	132.00m	4.8m
Net per share	10.04	0.58
Six months	1 Loss	
Revenue	145.2m	163.8m
Net profits	2.0m	8.1m
Net per share	0.28	1.16

NATIONAL CAN	1981	1980
Second quarter	\$	\$
Revenue	417.7m	359.0m
Net profits	8.3m	13.1m
Net per share	0.92	1.51
Six months		
Revenue	743.6m	741.0m
Net profits	12.5m	24.7m
Net per share	1.21	2.40

NEW YORK TIMES	1981	1980
Second quarter	\$	\$
Revenue	210.0m	197.0m
Net profits	14.1m	11.8m
Net per share	1.14	0.92
Six months		
Revenue	405.0m	358.2m
Net profits	26.2m	21.8m
Net per share	2.12	1.85

MORRIS INDUSTRIES	1981	1980
Second quarter	\$	\$
Revenue	175.6m	137.7m
Net profits	12.4m	4.1m
Net per share	1.27	0.42
Six months		
Revenue	335.2m	303.5m
Net profits	20.2m	15.5m
Net per share	2.07	1.36

NORTHERN STATES POWER	1981	1980
Second quarter	\$	\$
Revenue	261.3m	252.6m
Net profits	23.2m	18.7m
Net per share	0.74	0.48
Six months		
Revenue	640.4m	572.7m
Net profits	64.2m	40.7m
Net per share	1.99	1.33

PENNZCOIL	1981	1980
Second quarter	\$	\$
Revenue	672.1m	691.0m
Net profits	53.1m	77.6m
Six months		
Revenue	1,146m	1,126m
Net profits	119.3m	161.3m
Net per share	2.27	3.08

PEVCO	1980-81	1979-80
Fourth quarter	\$	\$
Revenue	441.4m	353.3m
Net profits	14.4m	32.3m
Net per share	1.05	0.96
Year		
Revenue	1,819m	1,085m
Net profits	46.1m	36.9m
Net per share	3.31	2.86

ROCKWELL INTERNATIONAL	1981	1980
Third quarter	\$	\$
Revenue	1,785m	1,785m
Net profits	84.2m	73.6m
Net per share	1.11	0.95
Six months		
Revenue	5,215m	5,065m
Net profits	232.2m	222.0m
Net per share	3.06	3.00

ROYAL CROWN	1981	1980
Second quarter	\$	\$
Revenue	117.8m	107.9m
Net profits	4.0m	8.8m
Net per share	0.49	0.43
Six months		
Revenue	223.9m	214.8m
Net profits	6.2m	7.0m
Net per share	0.73	0.85

SIGMODE	1981	1980
Second quarter	\$	\$
Revenue	185.1m	171.8m
Net profits	8.4m	8.5m
Net per share	1.05	1.17
Six months		
Revenue	360.1m	335.5m
Net profits	19.9m	21.7m
Net per share	2.11	2.74

SMITH INTERNATIONAL	1981	1980
Second quarter	\$	\$
Revenue	289.7m	177.6m
Net profits	39.2m	18.4m
Net per share	1.43	0.62
Six months		
Revenue	551.6m	338.1m
Net profits	61.8m	34.6m
Net per share	2.69	1.66

SQUIRES	1981	1980
Second quarter	\$	\$
Revenue	442.7m	400.1m
Net profits	23.1m	21.4m
Net per share	0.49	0.44
Six months		
Revenue	855.4m	747.4m
Net profits	40.7m	36.1m
Net per share	0.82	0.76

STERLING DRUG	1981	1980
Second quarter	\$	\$
Revenue	443.9m	398.6m
Net profits	23.7m	23.6m
Net per share	0.58	0.62
Six months		
Revenue	861.7m	784.7m
Net profits	46.3m	54.6m
Net per share	0.91	0.91

TEKTRONIX	1980-81	1979-80
Fourth quarter	\$	\$
Revenue	269.8m	226.0m
Net profits	21.7m	24.6m
Net per share	1.22	1.34
Year		
Revenue	1,006m	1,056m
Net profits	83.2m	85.1m
Net per share	4.34	4.66

UNION ELECTRIC	1981	1980
Second quarter	\$	\$
Revenue	228.2m	244.6m
Net profits	33.3m	37.3m
Net per share	0.93	0.90
Six months		
Revenue	456.7m	494.4m
Net profits	32.7m	63.2m
Net per share	0.57	0.85

U.S. GYPSUM	1981	1980
Second quarter	\$	\$
Revenue	393.3m	349.1m
Net profits	26.1m	22.2m
Net per share	1.33	1.38
Six months		
Revenue	755.4m	724.3m
Net profits	35.1m	32.0m
Net per share	2.34	2.58

VULCAN MATERIALS	1981	1980
Second quarter	\$	\$
Revenue	246.2m	235.1m
Net profits	26.1m	17.8m
Net per share	2.07	1.46
Six months		
Revenue	492.2m	469.2m
Net profits	52.2m	36.6m
Net per share	4.22	2.84

Freight and charter operations lift El Al

By L. Daniel in Tel Aviv

EL AL, Israel Airlines, has succeeded in cutting its operating loss from \$86.6m in 1979-80 to \$77.7m in 1980-81. Exceptional payments of \$9.5m in severance pay for voluntary early retirement brought the total to \$47.4m—still less than half that of the previous year. The management considers the result a substantial achievement, since 1980 was one of the worst years in aviation history.

For El Al this meant a 5 per cent drop in passengers carried. But yield per passenger increased, and the company's financial position was improved by higher revenues from charter and freight operations. Charter brought in \$27.5m, against only \$10m a year earlier, and freight revenue came to \$84.5m, compared with \$71m.

The leasing of two Boeing 737 aircraft reduced operating costs significantly, enabling El Al to sell two of its seven high consumption 720 and 707s. The company has ordered six new aircraft, two 737s and four 767s for its European runs.

Hutchison changes plans for subsidiary

By Kevin Rafferty in Hong Kong

HUTCHISON WHAMPOA has dropped its plans to buy out the minority shareholders in its 78.37 per cent owned subsidiary, Harbour Engineering Company. It is holding talks with Franki Investments, a wholly owned subsidiary of Hongkong Engineering and Construction Company, which may lead to a merger between the two subsidiaries.

Financial details have not been given, but the two subsidiaries have complementary activities, and the proposals being discussed involve merging the foundation and civil engineering contracting operations of Franki with the marine and general contracting operations of Harbour.

Record first-half results at Matsushita Electrical

BY RICHARD C. HANSON IN TOKYO

AN INCREASE in group turnover of 18 per cent to a record ¥1,620bn (\$6.9bn) is reported by Matsushita Electric Industrial (MEI) for the half year to May 20, as worldwide sales, especially of video tape recorders (VTRs) continue to soar. Net profits advanced by 22 per cent to ¥71bn (\$303m).

MEI is well on its way to a sixth consecutive year of record sales and profit from its 94 consolidated subsidiaries, which include the highly successful Victor Company of Japan (JVC).

An earlier forecast for the full year to mid-November has been revised upwards to show a 18 per cent rise in profit to

¥148bn and a 16 per cent increase in sales to ¥3,380bn.

With the exception of home appliances, solid gains were made in all product areas during the half year, with video equipment in the lead.

VTR sales alone nearly doubled to ¥390bn to account for 18.5 per cent of the total. Colour TV sales were 98 per cent higher, contributing 10.5 per cent.

Video equipment was largely responsible for a 40 per cent increase in exports and overseas sales to ¥709bn. Domestic sales rose by only 5 per cent held back by weak demand for appliances.

MEI is aiming to strengthen

further its video divisions this year. Capital spending on the expansion of production capacity, largely for VTRs, will run at ¥200-220bn compared with ¥130bn last year.

Video equipment sales advanced by 42 per cent to ¥508bn; audio equipment rose by 22 per cent to ¥256bn; home appliances were down 1 per cent to ¥270bn; communications and industrial equipment were up 8 per cent to ¥199bn; semiconductor and electronic parts up 17 per cent to ¥149bn; batteries and housing related goods up 3 per cent to ¥78.15bn; and miscellaneous sales rose 12 per cent.

China Motor Bus to revalue property assets

BY OUR FINANCIAL STAFF

CHINA Motor Bus Company, which is the subject of a HK\$472m (US\$82m) partial bid by Paliburg Investments, the property development company, is to revalue its group property assets.

An announcement on the valuations by China Bus—which has rejected in strong terms the bid by Paliburg as entirely unwelcome and unrealistic—is expected shortly. Paliburg already has a holding of over 20 per cent in CMB. The offer values the company at some HK\$1.3bn.

Paliburg is bidding for 13.5m China Bus shares at HK\$35 each, to aim at a maximum holding of 56.9 per cent. The chairman of Athlone, the subsidiary of Paliburg through which the bid is being made, is Mr W. R. A. Wyllie, the former chairman of Hutchison Whampoa, the trading house. Mr Wyllie has argued for development of the bus company's properties, and for an improvement in the bus services. The bus depots, he says, could be moved to areas less congested than their present ones.

Recovery continues at Trust Bank

By Jim Jones in Johannesburg

THE PROFIT recovery at Trust Bank, which is South Africa's fifth largest bank, continued in the year to June 30. The disclosed profit after tax and transfers to contingency reserves rose to R25.2m (\$29m) from R12.25m the preceding year. Profits attributable to ordinary shareholders were R21.05m, of which R21m was transferred to disclosed reserves. Last year the whole of the R8.4m attributable profit was transferred.

This transfer practice is likely to continue, says the management, until 1985, as the bank's capital and reserves still need to be strengthened. Ordinary dividends are, however, expected to resume in 1985. Since the end of the financial year Trust Bank has announced a R12.8m rights issue of 11 per cent convertible preference shares, to augment the equity capital base.

Earnings per share before transfers to disclosed reserves were 41.3 cents last year, against 16.9 cents. Ordinary dividends were not declared in either year.

Pakistan earns better loan terms

BY DAVID DODWELL

PAKISTAN, which on Friday signed a \$200m syndicated loan agreement in London to finance commodity imports, plans to return to the Euromarkets in the autumn to raise a further \$100m.

The \$200m loan, led by Bank of America International Group, Chemical Bank and Citibank, involves better terms than

Pakistan has achieved in the past four years; it is to be repaid over 15 months, and carries an interest rate 0.875 per cent over the London interbank offered rate (Libor).

When Pakistan agreed a similar loan a year ago, it was forced to repay over 12 months, and the loan carried an interest rate 1.375 per cent over Libor.

All these Notes having been sold, this announcement appears as a matter of record only.

U.S. \$75,000,000

Midland International Financial Services B.V.

(Incorporated with limited liability in the Netherlands)

Guaranteed Floating Rate Notes 1994

Guaranteed on a subordinated basis as to payment of principal and interest by

**Midland Bank Limited**

(Incorporated with limited liability in England)

Samuel Montagu & Co. Limited	European Banking Company Limited	Credit Suisse First Boston Limited
Dai-ichi Kangyo International Limited		Fuji International Finance Limited
The Bank of Bermuda, Limited	Bank Brussel Lambert N.V.	Bank of China
Daiwa Bank (Capital Management) Ltd.		Kyowa Bank Nederland N.V.
Midland Montagu Asia Limited		Mitsubishi Bank (Europe) S.A.
The Nikko Securities Co., (Europe) Ltd.	Nordic Bank Limited	Saitama Bank (Europe) S.A.
Sanwa Bank (Underwriters) Limited	The Taiyo Kobe Bank (Luxembourg) S.A.	
Trinkaus & Burkhart (International) S.A.		Yokohama Asia Limited

24th July, 1981

U.S. \$20,000,000

Kay Capital N.V.

Guaranteed Floating Rate Notes Due 1985

Kay Corporation

In accordance with the provisions of the Notes, notice is hereby given that the rate of interest for the three month period (92 days) from 28th July to 28th October, 1981 has been fixed at 20.75 per annum.

On 28th October, 1981, interest of U.S. \$515.90 per Note will be due against coupon No. 9.

J. Henry Schroder Wagg & Co. Limited
Reference Agent**TAMSA**

TUBOS DE ACERO DE MEXICO, S.A.

US\$85,000,000

Floating Rate Notes due 1989

In accordance with the provisions of the Notes, notice is hereby given that the rate of interest for the period from 27th July, 1981 to 27th January, 1982 has been established at 19.75 per cent per annum.

The interest payment date will be 27th January, 1982. Payment which will amount to US \$2,515.63 per US \$25,000 Note and US \$503.13 per US \$5,000 Note, will be made against the relative coupon.

Agent Bank

Bank of America International Limited

All of these securities having been sold, this announcement appears as a matter of record only.

New Issue / July, 1981

U.S. \$250,000,000

British Columbia Hydro and Power Authority

15 1/2% Bonds, Series FH, Due 2011

Unconditionally guaranteed as to principal, premium, if any, and interest by

Province of British Columbia

(Canada)

Salomon Brothers

The First Boston Corporation

Lehman Brothers Kuhn Loeb

Incorporated

A. E. Ames & Co.

Incorporated

McLeod Young Weir Incorporated

Wood Gundy Incorporated

Goldman, Sachs & Co.

Dominion Securities Inc.

Richardson Securities, Inc.

Atlantic Capital

Bache Halsey Stuart Shields

Basle Securities Corporation

Corporation

Incorporated

Incorporated

Bear, Stearns & Co.

Bell Gouinlock Incorporated

Blyth Eastman Paine Webber

Burns Fry and Timmins Inc.

Dillon, Read & Co. Inc.

Donaldson, Lufkin & Jenrette

Drexel Burnham Lambert

Greenshields & Co Inc

E. F. Hutton & Company Inc.

Kidder, Peabody & Co.

Lazard Frères & Co.

Midland Doherty Inc.

Nesbitt Thomson Securities, Inc.

L. F. Rothschild, Unterberg, Towbin

Shearson Loeb Rhoades Inc.

Smith Barney, Harris Upham & Co.

UBS Securities Inc.

Warburg Paribas Becker

Wertheim & Co., Inc.

Dean Witter Reynolds Inc.

Daiwa Securities America Inc.

EuroPartners Securities Corporation

Robert Fleming

Kleinwort, Benson

New Court Securities Corporation

The Nikko Securities Co.

Incorporated

Nomura Securities International, Inc.

Yamaichi International (America), Inc.

New Japan Securities International Inc.

Nippon Kangyo Kakumaru International, Inc.

Sanyo Securities America Inc.

This announcement appears as a matter of record only.

NEW ISSUE

July 1981

**THE MORTGAGE BANK AND FINANCIAL ADMINISTRATION AGENCY OF THE KINGDOM OF DENMARK**

(Kongeriget Danmarks Hypotekbank og Finansforvaltning)

US \$ 100,000,000

Guaranteed Floating Rate Notes due 1989, Series LXIII

Irrevocably and unconditionally guaranteed by

The Kingdom of Denmark

Kreditbank International Group

Dai-ichi Kangyo Bank Nederland N.V.

Amro International Limited
Banque Générale du Luxembourg S.A.
Chase Manhattan Limited
Kyowa Bank Nederland N.V.
Mitsubishi Bank (Europe) S.A.
Nordic Bank Limited
Saitama Bank (Europe) S.A.
Takugin International Bank (Europe) S.A.

Bank Brussel Lambert N.V.
Banque Internationale à Luxembourg S.A.
Daiwa Bank (Capital Management) Ltd.
ITCB International Limited
Morgan Grenfell & Co. Limited
Privatbanken Limited
The Taiyo Kobe Bank (Luxembourg) S.A.
Westdeutsche Landesbank Girozentrale
Yamaichi International (Nederland) N.V.

Copenhagen Handelsbank A/S
Privatbanken A/S

Den Danske Bank af 1871 Aktieselskab
R. Henriques jr.

JOBS COLUMN

Latest executive pay indicators

BY MICHAEL DIXON

ALONGSIDE appears the second of this column's renewed series of indicators of managerial pay in the UK, based on the three-yearly surveys made by the Reward Organisation. The first of the series was printed on March 24, and the next should be published in November.

Reward's data is supplied by a "balanced cross-section" of companies, professional institutes and consultants, and this month's survey covered a total of 11,946 separate items of pay information. But apart from the bottom line — which summarises the entire survey — the accompanying table refers only to the most senior managers below the rank of director in each of 24 functions.

Against each of these 24 categories there are three pairs of money figures, followed by one pair of percentage figures.

In each pair of money figures, the first represents salary net of any bonus or commission paid in cash and the second the total money reward.

The left-hand pair refers to the lower-quartile executive in the category concerned. This is the person who in a ranking of all the executives of similar status in the same function, would be three-quarters of the way down. The next pair denotes the median executive who would be precisely in the middle of the ranking. And the last pair of money figures refers to the upper-quartile manager who would be a quarter of the way down.

The percentage figures show the change first in the basic salary and then in the total cash rewards for the median executive in each category since the corresponding Reward survey in July 1980. In one case — that of project engineering — there is no comparative information for last year. With the exception of the total money reward

Most senior manager below rank of director in each function	Lower quartile		Median		Upper quartile		% change on medians over past year	
	Basic salary	Total money rewards	Basic salary	Total money rewards	Basic salary	Total money rewards	Basic	Total
Civil/structural engineering	12,400	12,400	14,000	14,000	16,300	16,450	+27.5	+25
Company secretarial	11,304	11,500	13,200	13,350	17,000	17,192	+19.1	+18.7
Personnel	10,150	10,400	12,000	12,350	14,600	15,200	+11.6	+12.3
Marketing	10,000	10,000	11,777	12,236	14,000	14,500	+19.8	+14.3
Accounts	10,233	10,500	12,000	12,025	14,701	15,199	+9.1	+9.3
Production	9,775	9,800	11,435	12,000	14,000	14,700	+13.5	+14.5
Data systems	9,506	9,900	11,400	11,670	12,925	13,000	+17.4	+19.1
PR/advertising	9,000	9,780	11,000	11,310	14,547	14,547	+13.7	+15.8
Project engineering	10,000	10,000	11,301	11,301	13,600	13,700	—	—
Sales	8,500	9,180	10,500	11,200	12,876	13,500	+5	+12
Electronic engineering	10,000	10,000	11,050	11,050	12,500	12,500	+26.3	+22.7
Electrical engineering	9,800	9,656	10,420	11,045	13,000	14,000	+26.8	+27.3
Management services	8,925	9,725	11,000	11,000	13,405	14,205	+19.6	+11.1
Cost accounting	8,250	8,500	10,000	10,900	11,400	11,780	+13.4	+21.1
Administration	8,500	8,604	10,375	10,700	12,925	13,075	+23.5	+25.8
Purchasing	8,775	8,850	10,140	10,300	12,500	12,500	+17.2	+15.7
Mechanical engineering	9,800	9,900	10,000	10,166	11,745	12,000	+17.6	+14.3
Data operations	8,010	8,250	9,490	10,000	11,300	11,500	+10.3	+13.6
Research and development	9,080	9,000	9,700	9,850	12,000	12,500	+2.1	+3.2
Quality assurance	7,800	8,000	9,400	9,650	10,500	10,900	+25.3	+23.7
Distribution	7,929	8,142	9,246	9,500	11,200	11,200	+8.8	+11.8
Drawing office	7,800	7,850	8,792	8,964	10,594	10,594	+7.9	+8
Estimating	8,000	8,250	8,440	8,918	9,600	9,800	+13.3	+18.5
Servicing	7,722	7,750	8,225	8,728	9,547	10,250	+12.3	+9.9
Total—all ranks & functions	6,650	6,906	8,254	8,500	10,281	10,504	+16.3	+14.4

of the poor old senior research and development managers, all the percentage changes are increases.

The size of the sample in each of the 24 categories ranges from 30 senior executives in civil and structural engineering (which has the highest median total reward and so tops the table) to 327 managers in the case of the sales function. Before the table is used for any comparison, however, allowance needs to be made for certain adjustments recommended by Reward.

If the company concerned has 250 or fewer employees, 9.5 per cent should be deducted from

the money figures printed here. If the company has from 251 to 2,000 employees 1 per cent should be added, and if it has more than 2,000 the figures should be increased by 8.5 per cent.

Besides allowing the Jobs Column to pass on the survey data, Reward wonders whether any readers would be willing and able to work part-time to promote its range of national and local salary surveys and cost-of-living reports.

About 12 months ago it appointed a part-time representative to market its services and provide consultancy on pay and perks to employers in the

London area, and the success of this trial has resulted in plans to set up similar operations in at least ten other areas.

These are Birmingham, Bristol, South Wales, Exeter, Southampton, Oxford, Cambridge and Peterborough, Manchester, Leeds and Central Scotland.

The need is for people living around these places who have an up-to-date knowledge of policies and practices for rewarding executives and of other aspects of personnel management.

The London operation suggests that two to three days a week could produce earnings

of £3,500 to £5,000 a year after travelling and telephone costs. Inquiries about the survey data as well as the part-time posts to Bill Coulter, Reward Regional Surveys, 1 Mill Street, Stone, Staffordshire, ST15 8BA; telephone 0785 814554.

The criteria?

THIS COLUMN'S criticism of the University Grants Committee's refusal to disclose the criteria underlying its plans for reshaping the British university system, has just gained welcome support from Mrs Shirley Williams.

She also is disturbed by the lack of accountability to the public of a body which disposes directly and indirectly of well over £1bn of taxpayers' funds a year. And she adds that what she has been able privately to learn about the main criteria relied on by the committee, suggests that these are inappropriate to the case of newer universities, particularly those formed to place special emphasis on technology.

Mrs Williams thinks that whether these institutions are succeeding in their purpose, depends importantly on non-academic criteria.

These are the effectiveness of their courses judged not least by the employability of their graduates in industry, and the research contracts they are awarded by industrial concerns.

But her soundings indicate that the main criteria used by the University Grants Committee were all academic. One was the grades gained in the 18-plus school-leaving exams by students before starting their course at the institutions concerned. Another was its grant income from the research councils which like the UGC are dominated by academics.

That reported, the Jobs Column will go on holiday.

APPOINTMENTS

N. M. Rothschild corporate finance post

Mr John Gillum is resigning his directorship of SAMUEL MONTAGU AND CO. and will be joining the board of N. M. ROTHSCHILD AND SONS on September 14, where he will be a director in the corporate finance department.

Mr Norman Griggs has been appointed to the southern regional board of MIDSHIRES BUILDING SOCIETY following 25 years with the Building Societies Association. Mr Griggs was secretary general of the Association and a former secretary general of the International Union of Building Societies.

Sir Alec Harrison has been appointed, from September 1, a director of the Bristol regional board of LLOYDS BANK, which is under the chairmanship of Sir Reginald Verden-Smith. Sir Alec is vice-chancellor of University of Bristol.

Mr J. C. Wathen, assistant general manager, takes over responsibility for MIDLAND BANK INTERNATIONAL'S Asian and Pacific region from August 1. He succeeds Mr G. A. Freestone, who is appointed a general manager. Mr S. J. Porter, assistant general manager, becomes responsible for the bank's northern European region in place of Mr Wathen.

Mr Alan J. Hirschfeld has been appointed chairman and chief executive officer and a member of the board of TWENTIETH CENTURY-FOX FILM CORPORATION. Mr Hirschfeld joined Fox in 1979 as vice chairman of the board and chief operating officer. He also served as a member of the executive committee of the Fox board.

Mr D. Fleming, an energy consultant, has been appointed to the board of CITY AND FOREIGN INVESTMENT COMPANY, which is managed by Drayton Montagu Portfolio Management.

Mr Derek A. Norman, personnel co-ordinator, has been appointed personnel director. PILKINGTON FLAT GLASS, He succeeds Mr Bill Darlington who has retired.

Mr J. W. W. Clemes, finance director of Allied Breweries, has been appointed chairman of THE

HUNDRED GROUP in succession to Mr G. H. Wilson, chief executive of Delta Group.

Mr Norman Griggs has been appointed to the southern regional board of MIDSHIRES BUILDING SOCIETY following 25 years with the Building Societies Association. Mr Griggs was secretary general of the Association and a former secretary general of the International Union of Building Societies.

Mr W. E. Ragnall has been appointed divisional director and general manager of SCUNTHORPE ROD MILLS, a member of the newly formed independent steel company Allied Steel and Wire. He was manager of wire rod and reinforcement sales, international.

CARDKEY SYSTEMS has appointed Mr Brian Lloyd sales and marketing director and Dr Roger Adams to manage sales support of the company's computer-controlled systems. Mr Lloyd is also responsible for product development.

At the annual meeting of the PROCESS PLANT ASSOCIATION, Mr A. J. Taylor was re-elected president for 1981-82. Mr John Crawford was re-elected deputy president and Sir Franklin Brathwaite, past president, was elected honorary life vice-president.

Mr David Holme has been appointed deputy managing director of HUTCHINSON WHAMPOA (UK) in addition to his present position as finance director.

Following the formation of COMMERCIAL AND POLITICAL RISK CONSULTANTS by the Credit Insurance Association, part of the Hogg Robinson Group, Mr Christopher Fries becomes chairman. Mr Peter Bridgman is managing director. Mr Nigel Allington is deputy.

Mr J. P. Williams has been appointed assistant investment manager of the CLERICAL MEDICAL AND GENERAL LIFE ASSURANCE SOCIETY.

Mr W. J. Vale and Mr S. E. King have been appointed to the main board of the INTERNATIONAL CHEMICAL COMPANY as sales and operations directors respectively.

Mr C. E. Burns has been appointed marketing director of AVO, a member of the Thatch EMI group.

Mr John Garstone has been appointed assistant chief executive of LONGTON INDUSTRIAL HOLDINGS. He joins the company from the Tube Investments group.

WEST RAND CONSOLIDATED MINES LIMITED

(Incorporated in the Republic of South Africa)

COUPON No. 100

Holders of Share Warrants to Bearer are informed that they will, on or after the 7 August, 1981, be paid 2.42675p per share, viz. 2.85500p the amount declared per share, less 0.42825p being South African non-resident shareholders' tax of 15% against surrender of Coupon No. 100.

Coupons must be deposited for FOUR CLEAR DAYS for inspection before payment will be made:—

In London at General Mining Union Corporation (U.K.) Limited, 30 Ely Place, London, EC1

In Paris at Credit du Nord, 6 & 8 Boulevard Haussmann, Paris (8e)

In Basle at Swiss Bank Corporation, in Zurich at Credit Suisse

Coupons belonging to holders resident in Great Britain and Northern Ireland will be paid as follows:—

Amount of Dividend after deduction of South African non-resident shareholders' tax of 15%	2.42675
Less: United Kingdom Income Tax of 15% on the Gross Amount of the dividend of 2.85500p	0.42825
	1.99850

Listing forms can be obtained from the office of the London Secretaries.

per pro GENERAL MINING UNION CORPORATION (U.K.) LIMITED
London Secretaries:
L. J. Baines

30 Ely Place,
London EC1N 6UA.

Notes: Under the double tax agreement between the United Kingdom and the Republic of South Africa, the South African non-resident shareholders' tax applicable to the dividend is allowable as a credit against the United Kingdom tax payable in respect of the dividend. The deduction credit at the rate of 15% instead of at the basic rate of 30% represents an allowance of attention is drawn to the change in London payment offices.

Coupons No. 100 onwards will be paid by the office of the London Secretaries, General Mining Union Corporation (U.K.) Limited.

Coupons up to and including No. 99 will continue to be paid by National Westminster Bank Limited, Stock Office Services, 5th Floor, Drapers Gardens, 12 Throgmorton Avenue, London, EC2.

Dresdner Bank Group.
Stability in a world of change.

In a world economy faced with recession, slow growth and monetary upheavals, Dresdner Bank has further improved its business relationships and financial services.

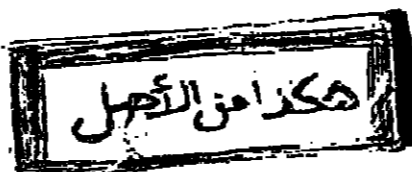
The aggregate business volume of the Dresdner Bank Group is now almost DM 160 billion.

Internationally, the Dresdner Bank is being chosen by more and more companies as a partner — whether on an ad hoc or a permanent basis — for its imaginative banking.

Dresdner Bank

Dresdner Bank AG - Head Office: 1 Jürgen-Ponto-Platz, 6 Frankfurt/Main, Federal Republic of Germany
Branches abroad: London, Madrid and Barcelona, Milan, New York, Chicago, Los Angeles, Hong Kong, Singapore, Tokyo
Representative Offices: Beirut, Cairo, Houston, Istanbul, Jakarta, Johannesburg, Manama, Melbourne, Moscow, Osaka, Paris, Rome, Sydney, Tehran, Toronto, Tokyo

The Dresdner Bank Group includes in the international field:
Compagnie Luxembourgeoise de la Dresdner Bank AG - Dresdner Bank International - Luxembourg
Branch in Zurich
Dresdner Bank (South East Asia) Ltd., Singapore
Banque Veuve Morin-Pons, Lyon
Deutsch-Südamerikanische Bank AG, Hamburg, Branches in Panama and in Miami (Florida) to be opened
Dresdner Fortbildungsgesellschaft, Zurich



If you find
an ad
unacceptable,
don't turn
the page:
turn to us.

Every week, millions of advertisements appear in the press, on posters and in the cinema.

Most of them comply with the rules contained in the British Code of Advertising Practice and are legal, decent, honest and truthful.

But if you find one that, in your opinion, is wrong in some way, please write to us at the address below.

We would like you to help us keep advertising up to standard.

The Advertising Standards Authority
If an advertisement is wrong, we're here for you.
ASA Ltd, Brook House, Torrington Place, London WC1E 7HN.

Companies and Markets

Japan hits at whale decision

TOKYO — The Japanese Government Fisheries Agency said yesterday it regretted last week's decision by the International Whaling Commission (IWC) to postpone fixing the Japanese quota for sperm whales in the north Pacific next year.

Delegates at the IWC meeting at Brighton agreed by 25 votes to Japan's one to end sperm whaling in the north Atlantic and the Antarctic after this session and to fix the Japanese quota in the north Pacific at a special meeting in March.

The fisheries agency said: "We are relieved that the IWC meeting did not result in a total ban on commercial whaling. But it was regrettable that the meeting failed to fix the Japanese sperm whale quota in the north Pacific for the 1982 season, the agency said.

Conservationists in Brighton said Japan was unlikely to be able to muster the 75 per cent majority it will require to set a new quota in March.

Anti-whaling moves by non-whaling nations at the IWC meeting had deviated from the objective of the International Whaling Convention which was designed to preserve whale stocks and promote their effective use, the agency said.

Japan, which has the world's biggest whaling industry, said last week it would feel no obligation to abide by any ban on all commercial whaling because it would contravene the objectives of the 1946 Convention.

Ivory Coast still opposes cocoa pact

ABIDJAN — A week before the 1980 cocoa agreement comes into force, the Ivory Coast is still firmly opposing the pact.

Interviewed yesterday, Agriculture Minister Denis B. Kanan gave no indication that the Ivory Coast is rethinking its stance.

Ivory Coast, the world's leading cocoa producer, has opposed the agreement saying it does not guarantee producers a fair price.

In London, the International Cocoa Organisation (ICCO) secretariat said it had lowered its estimate of the surplus of 1980-81 (Oct-Sept), production over consumption, to 62,000 tonnes from 85,000 estimated in March. Reuter.

BRITISH COMMODITY MARKETS

BASE METALS

Tin prices dropped on the London Metal Exchange following a higher-than-expected rise in tin stocks held in LME warehouses. Cash tin closed at £70 lower at £7,685 a tonne. But the three months quotation was only £27.5 down at £7,625.5 after steady buying interest continued to be shown by the dealer mainly responsible for the recent upsurge that has taken prices from the lower to the upper price range of the International Tin Agreement.

It was claimed yesterday that the buffer stock of the International Tin Council is unlikely to start selling immediately the surplus stocks bought up to support a sagging market even though prices are now in the upper range where the buffer stock can be a net seller.

However, the Tin Council will be discussing this week receipt of 1,500 tonnes of U.S. stockpile tin as its voluntary contribution to the Agreement's buffer stock and the pressure from consumer countries for the buffer stock to use its resources to combat what appears to be an artificial

Tin upsurge halted

BY JOHN EDWARDS, COMMODITIES EDITOR

distortion of the market. There are strong rumours that powerful private traders, possibly backed by oil money, are attempting to manipulate the market by creating a squeeze on available supplies. At the same time it is being pointed out that producer countries are extremely unhappy about the rejection earlier this month of their demands for a rise in the Tin Agreement price range.

The rise in LME warehouse stocks of 1,065 tonnes raising total holdings to 7,185 tonnes suggests it may be difficult to sustain the supply squeeze for too long, especially in view of poor consumer demand.

Lead and zinc prices both fell in early trading yesterday, mainly reflecting the stronger trend in the value of sterling against the dollar, but both markets rallied strongly later to close marginally up.

The recovery was inspired by news that moves to settle the strikes at Tara Mines in Ireland, and Amx in the U.S., both ended in failure yesterday.

Zinc was additionally boosted by the threat of a stoppage at New Jersey Zinc plants in the U.S. where labour contracts expire on July 31.

The threat of renewed stoppages on the Zambian copper belt, following the arrest of four prominent union leaders, held copper prices steady although prices ended marginally lower as a result of the rise in sterling.

Copper stocks rose by 400 to 115,275 tonnes. Lead stocks were also up by 225 to 43,525 and LME silver holdings gained 400,000 to 26,760,000 ounces.

Aluminium stocks fell by 2,735 to 73,500 tonnes. Nickel holdings were unchanged at 2,406 tonnes.

● Noranda Sales of Canada announced yesterday that it had agreed in principle to become sole owner of London brokers, Rudolf Wolff, by acquiring the 49 per cent stake currently held by private shareholders. It purchased a controlling interest in 1971.

The statement added that there would be no change in the existing management and Mr F. F. Wolff would continue as chairman. Rudolf Wolff is a ring-dealing member of the London Metal Exchange. Formed in 1886 it was a founder member of the Exchange.

EEC talks to end herring ban

BY LARRY KLINGER IN BRUSSELS

THE EEC's Fisheries Ministers were last night struggling to find a formula for lifting the four-year ban on herring fishing in some areas of the North Sea and off the North West of Scotland without starting a free-for-all to catch a potentially endangered stock and a possible new diplomatic quarrel between Britain and West Germany.

Relations between London and Bonn have been strained over fishing policy for nearly a year and worsened earlier this month when the British Fisheries Protection Authorities arrested two West German trawlers off the Outer Hebrides for illegal herring fishing.

If the Ministers fail to reach agreement on European Commission proposals for new quotas, the likelihood is that Britain's national legislation on herring fishing will be challenged by West Germany, and possibly by the Commission itself.

The possibility would grow that there could be further

incursions into British waters leading to arrests under a heavily disputed law.

West Germany and the Commission are likely to claim that the British law, which has banned herring fishing in these areas since 1977, following an EEC-wide consensus that stocks were dangerously depleted, is now outside EEC law since there is a Community-wide agreement that herring fishing can be resumed on scientific evidence that stocks have been replenished.

Yesterday's Council of Fisheries Ministers which was the first since this Spring's French elections and prelude to a full resumption in September of the six-year struggle to establish a Common Fisheries Policy (CFP), had limited its discussions to the herring question and to agreements with countries outside the EEC, another source of Anglo-German friction.

Britain has refused to ratify the EEC-Canada pact negotiated in November 1979, which

Sharp gain in rubber market

By Our Commodities Staff

NATURAL RUBBER prices rose sharply in London yesterday reflecting a weekend increase in the Malaysian market. This in turn was encouraged by reports that the Malaysian government was considering support buying to boost rubber values.

On the London physical market the RSS No. 1 spot price rose 3p to 64p a kilo, the highest level for ten months. On the futures market the October position gained 2.65p to 66.4p a kilo.

Dealers said speculative buying in Singapore was backed by Japanese buying. Physical buying in London was "routine," they added.

Meanwhile a London-based research company said world natural rubber demand was unlikely to reach the 3.58m tonnes forecast by the International Rubber Study Group. Landell Mills Commodities Studies said in its latest monthly bulletin that developments in Eastern Europe were likely to trim back demand. A striking feature of the East European rubber industry had been a continuous decline in the amount of natural rubber imported per tyre produced.

Australia protests at U.S. import tax on lamb

BY PATRICIA NEWBY IN CANBERRA

AUSTRALIA has strongly protested to the U.S. over its proposal to impose prohibitive countervailing duties on Australian lamb exports on the grounds that Australian lamb is subsidised.

Mr Doug Anthony, Australia's deputy Prime Minister and Minister for Trade and Resources said Mr Tony Street, the Foreign Minister, had written to U.S. Administration chiefs, including Mr Alexander Haig, the U.S. Secretary of State strongly opposing the move.

Mr Anthony said in a statement that the new duty seriously breached his country's trading rights and was in sharp contrast to the warm and friendly relations Australia has with the U.S.

The U.S. commerce department applied the tax yesterday after allegations by American Wool Brokers that Australian lamb was imported at highly subsidised prices.

The U.S. commerce department is currently investigating the claims that the Australian lamb is subsidised and therefore in breach of the General Agreement on Tariffs and Trade (GATT).

The Wool Brokers cited as evidence the fact that the Australian Meat and Livestock Corporation receives preferred shipping rates from the Australian Government and promotional spending abroad through the Department of Trade. They also cited the fact that Australian sheep are killed in the publicly-owned abattoirs.

Under U.S. law the government may impose countervailing duties on subsidised imports even if there is no proof of injury to local producers.

The countervailing duties currently being considered would almost certainly wipe out Australia's entire A\$6m worth of lamb trade to the U.S.

Mr Anthony's letter to the U.S. Administration has not been made public but it is understood to threaten retaliation if the U.S. move goes ahead. He is understood to have cited Article XIX of the GATT which provides that no countervailing duty should be imposed unless material injury is proved.

Accusations that Australian agricultural products are subsidised are particularly embarrassing at the present time, as Australia is bitterly criticising the European Economic Community in the GATT over the Common Agricultural Policy's subsidies.

The U.S. action is also directed at New Zealand which exports around A\$25m worth of lambs a year to the U.S.

Two U.S. Commerce Department officials currently in New Zealand discussing the matter are expected to be invited to Canberra to hear Australia's views.

Tax on Dutch produce urged

BY RICHARD MOONEY

BRITISH glasshouse growers yesterday urged MPs to support a call for a tax to be imposed on subsidised Dutch produce.

At a mass lobby in Westminster they claimed special low prices for heating oil gave the Dutch a competitive advantage equivalent to 5p on a pound of tomatoes or 24p on a cucumber.

The farmers, from the Lea Valley, Humber, Kent and West Sussex were angry that nothing had been done to end this situation although the British and Dutch Governments and the EEC Commission recognised that it existed.

Without some control many British growers will be forced out of business this winter, warned the National Farmers' Union, which organised the lobby.

It said imports of Dutch tomatoes into Britain in June were 35 per cent higher than in the same month last year. "Dutch growers are having a field day at the expense of the British," complained an NFU spokesman. "It is a low price, but it is a short-term gain in the long-term jobs and supplies of fresh home-grown produce would be lost."

Mr Tony Stevenson of Lea Valley growers, which represents 300 farmers said: "If Mr Walker (the Agriculture Minister) wants us to survive, he must immediately introduce a tariff on all Dutch horticultural imports which have had unfair and improper aid from the Dutch Government."

The Dutch have agreed to phase out the subsidised oil prices over the next three years but British growers claim they cannot wait that long. "Glasshouse growers are now extremely anxious whether they can afford to sustain further losses and still remain in business," said Sir Richard Butler, president of the NFU.

Call for action on eggs

BY OUR COMMODITIES STAFF

BRITISH EGGS producers believe their Continental competitors are receiving subsidies that allow them to undercut home-produced eggs on the UK market.

In a statement released yesterday the Eggs Authority's producer advisory committee said egg prices in Britain had fallen by up to 6p a dozen this year. "We can only assume," the committee said, "that low prices emanate particularly from France and Holland mean producers in those countries derive benefits or grants not available to UK producers."

Mr Peter Walker, the Minister of Agriculture, should take imports from Common Market countries when it was clear they were backed by unfair subsidies, it said.

According to the committee a fifth of British egg producers have gone out of business in the last four years and two years ago Britain's national flock was reduced voluntarily by 20 per cent. At the same time, however, Holland and France increased their flocks by a total of 15m birds.

BRITISH COMMODITY MARKETS

BASE METALS

Tin prices dropped on the London Metal Exchange following a higher-than-expected rise in tin stocks held in LME warehouses. Cash tin closed at £70 lower at £7,685 a tonne. But the three months quotation was only £27.5 down at £7,625.5 after steady buying interest continued to be shown by the dealer mainly responsible for the recent upsurge that has taken prices from the lower to the upper price range of the International Tin Agreement.

It was claimed yesterday that the buffer stock of the International Tin Council is unlikely to start selling immediately the surplus stocks bought up to support a sagging market even though prices are now in the upper range where the buffer stock can be a net seller.

However, the Tin Council will be discussing this week receipt of 1,500 tonnes of U.S. stockpile tin as its voluntary contribution to the Agreement's buffer stock and the pressure from consumer countries for the buffer stock to use its resources to combat what appears to be an artificial

BRITISH COMMODITY MARKETS

BASE METALS

Tin prices dropped on the London Metal Exchange following a higher-than-expected rise in tin stocks held in LME warehouses. Cash tin closed at £70 lower at £7,685 a tonne. But the three months quotation was only £27.5 down at £7,625.5 after steady buying interest continued to be shown by the dealer mainly responsible for the recent upsurge that has taken prices from the lower to the upper price range of the International Tin Agreement.

It was claimed yesterday that the buffer stock of the International Tin Council is unlikely to start selling immediately the surplus stocks bought up to support a sagging market even though prices are now in the upper range where the buffer stock can be a net seller.

However, the Tin Council will be discussing this week receipt of 1,500 tonnes of U.S. stockpile tin as its voluntary contribution to the Agreement's buffer stock and the pressure from consumer countries for the buffer stock to use its resources to combat what appears to be an artificial

BRITISH COMMODITY MARKETS

BASE METALS

Tin prices dropped on the London Metal Exchange following a higher-than-expected rise in tin stocks held in LME warehouses. Cash tin closed at £70 lower at £7,685 a tonne. But the three months quotation was only £27.5 down at £7,625.5 after steady buying interest continued to be shown by the dealer mainly responsible for the recent upsurge that has taken prices from the lower to the upper price range of the International Tin Agreement.

It was claimed yesterday that the buffer stock of the International Tin Council is unlikely to start selling immediately the surplus stocks bought up to support a sagging market even though prices are now in the upper range where the buffer stock can be a net seller.

However, the Tin Council will be discussing this week receipt of 1,500 tonnes of U.S. stockpile tin as its voluntary contribution to the Agreement's buffer stock and the pressure from consumer countries for the buffer stock to use its resources to combat what appears to be an artificial

BRITISH COMMODITY MARKETS

BASE METALS

Tin prices dropped on the London Metal Exchange following a higher-than-expected rise in tin stocks held in LME warehouses. Cash tin closed at £70 lower at £7,685 a tonne. But the three months quotation was only £27.5 down at £7,625.5 after steady buying interest continued to be shown by the dealer mainly responsible for the recent upsurge that has taken prices from the lower to the upper price range of the International Tin Agreement.

It was claimed yesterday that the buffer stock of the International Tin Council is unlikely to start selling immediately the surplus stocks bought up to support a sagging market even though prices are now in the upper range where the buffer stock can be a net seller.

However, the Tin Council will be discussing this week receipt of 1,500 tonnes of U.S. stockpile tin as its voluntary contribution to the Agreement's buffer stock and the pressure from consumer countries for the buffer stock to use its resources to combat what appears to be an artificial

BRITISH COMMODITY MARKETS

BASE METALS

Tin prices dropped on the London Metal Exchange following a higher-than-expected rise in tin stocks held in LME warehouses. Cash tin closed at £70 lower at £7,685 a tonne. But the three months quotation was only £27.5 down at £7,625.5 after steady buying interest continued to be shown by the dealer mainly responsible for the recent upsurge that has taken prices from the lower to the upper price range of the International Tin Agreement.

It was claimed yesterday that the buffer stock of the International Tin Council is unlikely to start selling immediately the surplus stocks bought up to support a sagging market even though prices are now in the upper range where the buffer stock can be a net seller.

However, the Tin Council will be discussing this week receipt of 1,500 tonnes of U.S. stockpile tin as its voluntary contribution to the Agreement's buffer stock and the pressure from consumer countries for the buffer stock to use its resources to combat what appears to be an artificial

BRITISH COMMODITY MARKETS

BASE METALS

Tin prices dropped on the London Metal Exchange following a higher-than-expected rise in tin stocks held in LME warehouses. Cash tin closed at £70 lower at £7,685 a tonne. But the three months quotation was only £27.5 down at £7,625.5 after steady buying interest continued to be shown by the dealer mainly responsible for the recent upsurge that has taken prices from the lower to the upper price range of the International Tin Agreement.

It was claimed yesterday that the buffer stock of the International Tin Council is unlikely to start selling immediately the surplus stocks bought up to support a sagging market even though prices are now in the upper range where the buffer stock can be a net seller.

However, the Tin Council will be discussing this week receipt of 1,500 tonnes of U.S. stockpile tin as its voluntary contribution to the Agreement's buffer stock and the pressure from consumer countries for the buffer stock to use its resources to combat what appears to be an artificial

BRITISH COMMODITY MARKETS

BASE METALS

Tin prices dropped on the London Metal Exchange following a higher-than-expected rise in tin stocks held in LME warehouses. Cash tin closed at £70 lower at £7,685 a tonne. But the three months quotation was only £27.5 down at £7,625.5 after steady buying interest continued to be shown by the dealer mainly responsible for the recent upsurge that has taken prices from the lower to the upper price range of the International Tin Agreement.

It was claimed yesterday that the buffer stock of the International Tin Council is unlikely to start selling immediately the surplus stocks bought up to support a sagging market even though prices are now in the upper range where the buffer stock can be a net seller.

However, the Tin Council will be discussing this week receipt of 1,500 tonnes of U.S. stockpile tin as its voluntary contribution to the Agreement's buffer stock and the pressure from consumer countries for the buffer stock to use its resources to combat what appears to be an artificial

IMPERIAL COMMODITIES LIMITED

Due to rapid and successful expansion, we are looking for an experienced dealer/account executive to be in charge of our dealing room with a view to further expansion and becoming a director. The successful candidate should be presentable and 25 years old or over. Salary/remuneration negotiable. Percentage of company profits.

Please apply in writing to: The Secretary, Imperial Commodities Ltd., Peak House, 20 Eastcheap, London EC3M 1DR.

How are the currency movements affecting commodity prices?

Find out with our chart service. Daily/High/Low/Close charts of the London commodity markets updated to Friday's close — with 5/10/20 day moving averages.

Please send me details.

Name _____ Address _____

LONDON COMMODITY CHARTS
28 Parson Street, Cambridge CB2 1DH. Tel: Cambridge 354251

BRITISH COMMODITY MARKETS

BASE METALS

Tin prices dropped on the London Metal Exchange following a higher-than-expected rise in tin stocks held in LME warehouses. Cash tin closed at £70 lower at £7,685 a tonne. But the three months quotation was only £27.5 down at £7,625.5 after steady buying interest continued to be shown by the dealer mainly responsible for the recent upsurge that has taken prices from the lower to the upper price range of the International Tin Agreement.

It was claimed yesterday that the buffer stock of the International Tin Council is unlikely to start selling immediately the surplus stocks bought up to support a sagging market even though prices are now in the upper range where the buffer stock can be a net seller.

However, the Tin Council will be discussing this week receipt of 1,500 tonnes of U.S. stockpile tin as its voluntary contribution to the Agreement's buffer stock and the pressure from consumer countries for the buffer stock to use its resources to combat what appears to be an artificial

BRITISH COMMODITY MARKETS

BASE METALS

Tin prices dropped on the London Metal Exchange following a higher-than-expected rise in tin stocks held in LME warehouses. Cash tin closed at £70 lower at £7,685 a tonne. But the three months quotation was only £27.5 down at £7,625.5 after steady buying interest continued to be shown by the dealer mainly responsible for the recent upsurge that has taken prices from the lower to the upper price range of the International Tin Agreement.

It was claimed yesterday that the buffer stock of the International Tin Council is unlikely to start selling immediately the surplus stocks bought up to support a sagging market even though prices are now in the upper range where the buffer stock can be a net seller.

However, the Tin Council will be discussing this week receipt of 1,500 tonnes of U.S. stockpile tin as its voluntary contribution to the Agreement's buffer stock and the pressure from consumer countries for the buffer stock to use its resources to combat what appears to be an artificial

BRITISH COMMODITY MARKETS

BASE METALS

Tin prices dropped on the London Metal Exchange following a higher-than-expected rise in tin stocks held in LME warehouses. Cash tin closed at £70 lower at £7,685 a tonne. But the three months quotation was only £27.5 down at £7,625.5 after steady buying interest continued to be shown by the dealer mainly responsible for the recent upsurge that has taken prices from the lower to the upper price range of the International Tin Agreement.

It was claimed yesterday that the buffer stock of the International Tin Council is unlikely to start selling immediately the surplus stocks bought up to support a sagging market even though prices are now in the upper range where the buffer stock can be a net seller.

However, the Tin Council will be discussing this week receipt of 1,500 tonnes of U.S. stockpile tin as its voluntary contribution to the Agreement's buffer stock and the pressure from consumer countries for the buffer stock to use its resources to combat what appears to be an artificial

BRITISH COMMODITY MARKETS

BASE METALS

Tin prices dropped on the London Metal Exchange following a higher-than-expected rise in tin stocks held in LME warehouses. Cash tin closed at £70 lower at £7,685 a tonne. But the three months quotation was only £27.5 down at £7,625.5 after steady buying interest continued to be shown by the dealer mainly responsible for the recent upsurge that has taken prices from the lower to the upper price range of the International Tin Agreement.

It was claimed yesterday that the buffer stock of the International Tin Council is unlikely to start selling immediately the surplus stocks bought up to support a sagging market even though prices are now in the upper range where the buffer stock can be a net seller.

However, the Tin Council will be discussing this week receipt of 1,500 tonnes of U.S. stockpile tin as its voluntary contribution to the Agreement's buffer stock and the pressure from consumer countries for the buffer stock to use its resources to combat what appears to be an artificial

BRITISH COMMODITY MARKETS

BASE METALS

Tin prices dropped on the London Metal Exchange following a higher-than-expected rise in tin stocks held in LME warehouses. Cash tin closed at £70 lower at £7,685 a tonne. But the three months quotation was only £27.5 down at £7,625.5 after steady buying interest continued to be shown by the dealer mainly responsible for the recent upsurge that has taken prices from the lower to the upper price range of the International Tin Agreement.

It was claimed yesterday that the buffer stock of the International Tin Council is unlikely to start selling immediately the surplus stocks bought up to support a sagging market even though prices are now in the upper range where the buffer stock can be a net seller.

However, the Tin Council will be discussing this week receipt of 1,500 tonnes of U.S. stockpile tin as its voluntary contribution to the Agreement's buffer stock and the pressure from consumer countries for the buffer stock to use its resources to combat what appears to be an artificial

BRITISH COMMODITY MARKETS

BASE METALS

Tin prices dropped on the London Metal Exchange following a higher-than-expected rise in tin stocks held in LME warehouses. Cash tin closed at £70 lower at £7,685 a tonne. But the three months quotation was only £27.5 down at £7,625.5 after steady buying interest continued to be shown by the dealer mainly responsible for the recent upsurge that has taken prices from the lower to the upper price range of the International Tin Agreement.

It was claimed yesterday that the buffer stock of the International Tin Council is unlikely to start selling immediately the surplus stocks bought up to support a sagging market even though prices are now in the upper range where the buffer stock can be a net seller.

However, the Tin Council will be discussing this week receipt of 1,500 tonnes of U.S. stockpile tin as its voluntary contribution to the Agreement's buffer stock and the pressure from consumer countries for the buffer stock to use its resources to combat what appears to be an artificial

BRITISH COMMODITY MARKETS

BASE METALS

Tin prices dropped on the London Metal Exchange following a higher-than-expected rise in tin stocks held in LME warehouses. Cash tin closed at £70 lower at £7,685 a tonne. But the three months quotation was only £27.5 down at £7,625.5 after steady buying interest continued to be shown by the dealer mainly responsible for the recent upsurge that has taken prices from the lower to the upper price range of the International Tin Agreement.

It was claimed yesterday that the buffer stock of the International Tin Council is unlikely to start selling immediately the surplus stocks bought up to support a sagging market even though prices are now in the upper range where the buffer stock can be a net seller.

However, the Tin Council will be discussing this week receipt of 1,500 tonnes of U.S. stockpile tin as its voluntary contribution to the Agreement's buffer stock and the pressure from consumer countries for the buffer stock to use its resources to combat what appears to be an artificial

BRITISH COMMODITY MARKETS

BASE METALS

Tin prices dropped on the London Metal Exchange following a higher-than-expected rise in tin stocks held in LME warehouses. Cash tin closed at £70 lower at £7,685 a tonne. But the three months quotation was only £27.5 down at £7,625.5 after steady buying interest continued to be shown by the dealer mainly responsible for the recent upsurge that has taken prices from the lower to the upper price range of the International Tin Agreement.

It was claimed yesterday that the buffer stock of the International Tin Council is unlikely to start selling immediately the surplus stocks bought up to support a sagging market even though prices are now in the upper range where the buffer stock can be a net seller.

However, the Tin Council will be discussing this week receipt of 1,500 tonnes of U.S. stockpile tin as its voluntary contribution to the Agreement's buffer stock and the pressure from consumer countries for the buffer stock to use its resources to combat what appears to be an artificial

BRITISH COMMODITY MARKETS

BASE METALS

Tin prices dropped on the London Metal Exchange following a higher-than-expected rise in tin stocks held in LME warehouses. Cash tin closed at £70 lower at £7,685 a tonne. But the three months quotation was only £27.5 down at £7,625.5 after steady buying interest continued to be shown by the dealer mainly responsible for the recent upsurge that has taken prices from the lower to the upper price range of the International Tin Agreement.

It was claimed yesterday that the buffer stock of the International Tin Council is unlikely to start selling immediately the surplus stocks bought up to support a sagging market even though prices are now in the upper range where the buffer stock can be a net seller.

However, the Tin Council will be discussing this week receipt of 1,500 tonnes of U.S. stockpile tin as its voluntary contribution to the Agreement's buffer stock and the pressure from consumer countries for the buffer stock to use its resources to combat what appears to be an artificial

BRITISH COMMODITY MARKETS

BASE METALS

Tin prices dropped on the London Metal Exchange following a higher-than-expected rise in tin stocks held in LME warehouses. Cash tin closed at £70 lower at £7,685 a tonne. But the three months quotation was only £27.5 down at £7,625.5 after steady buying interest continued to be shown by the dealer mainly responsible for the recent upsurge that has taken prices from the lower to the upper price range of the International Tin Agreement.

It was claimed yesterday that the buffer stock of the International Tin Council is unlikely to start selling immediately the surplus stocks bought up to support a sagging market even though prices are now in the upper range where the buffer stock can be a net seller.

However, the Tin Council will be discussing this week receipt of 1,500 tonnes of U.S. stockpile tin as its voluntary contribution to the Agreement's buffer stock and the pressure from consumer countries for the buffer stock to use its resources to combat what appears to be an artificial

BRITISH COMMODITY MARK

FT UNIT TRUST INFORMATION SERVICE

[illegible][illegible]

Continued on previous page

Willett
is building

A Trafalgar House Company

FT SHARE INFORMATION SERVICE

BRITISH FUNDS

"Shorts" (Lives up to Five Years)

Stock	Price	% Chg	Yield
British Venture 1981-82	14.25	+1.0	14.54
British Venture 1982-83	12.75	+1.0	13.09
British Venture 1983-84	11.25	+1.0	11.64
British Venture 1984-85	9.75	+1.0	10.19
British Venture 1985-86	8.25	+1.0	8.74
British Venture 1986-87	6.75	+1.0	7.29
British Venture 1987-88	5.25	+1.0	5.84
British Venture 1988-89	3.75	+1.0	4.39
British Venture 1989-90	2.25	+1.0	2.94
British Venture 1990-91	0.75	+1.0	1.49

Five to Fifteen Years

Stock	Price	% Chg	Yield
British Venture 1981-82	14.25	+1.0	14.54
British Venture 1982-83	12.75	+1.0	13.09
British Venture 1983-84	11.25	+1.0	11.64
British Venture 1984-85	9.75	+1.0	10.19
British Venture 1985-86	8.25	+1.0	8.74
British Venture 1986-87	6.75	+1.0	7.29
British Venture 1987-88	5.25	+1.0	5.84
British Venture 1988-89	3.75	+1.0	4.39
British Venture 1989-90	2.25	+1.0	2.94
British Venture 1990-91	0.75	+1.0	1.49

Over Fifteen Years

Stock	Price	% Chg	Yield
British Venture 1981-82	14.25	+1.0	14.54
British Venture 1982-83	12.75	+1.0	13.09
British Venture 1983-84	11.25	+1.0	11.64
British Venture 1984-85	9.75	+1.0	10.19
British Venture 1985-86	8.25	+1.0	8.74
British Venture 1986-87	6.75	+1.0	7.29
British Venture 1987-88	5.25	+1.0	5.84
British Venture 1988-89	3.75	+1.0	4.39
British Venture 1989-90	2.25	+1.0	2.94
British Venture 1990-91	0.75	+1.0	1.49

Undated

Stock	Price	% Chg	Yield
British Venture 1981-82	14.25	+1.0	14.54
British Venture 1982-83	12.75	+1.0	13.09
British Venture 1983-84	11.25	+1.0	11.64
British Venture 1984-85	9.75	+1.0	10.19
British Venture 1985-86	8.25	+1.0	8.74
British Venture 1986-87	6.75	+1.0	7.29
British Venture 1987-88	5.25	+1.0	5.84
British Venture 1988-89	3.75	+1.0	4.39
British Venture 1989-90	2.25	+1.0	2.94
British Venture 1990-91	0.75	+1.0	1.49

INT. BANK AND O'SEAS GOVT. STERLING ISSUES

Stock	Price	% Chg	Yield
British Venture 1981-82	14.25	+1.0	14.54
British Venture 1982-83	12.75	+1.0	13.09
British Venture 1983-84	11.25	+1.0	11.64
British Venture 1984-85	9.75	+1.0	10.19
British Venture 1985-86	8.25	+1.0	8.74
British Venture 1986-87	6.75	+1.0	7.29
British Venture 1987-88	5.25	+1.0	5.84
British Venture 1988-89	3.75	+1.0	4.39
British Venture 1989-90	2.25	+1.0	2.94
British Venture 1990-91	0.75	+1.0	1.49

CORPORATION LOANS

Stock	Price	% Chg	Yield
British Venture 1981-82	14.25	+1.0	14.54
British Venture 1982-83	12.75	+1.0	13.09
British Venture 1983-84	11.25	+1.0	11.64
British Venture 1984-85	9.75	+1.0	10.19
British Venture 1985-86	8.25	+1.0	8.74
British Venture 1986-87	6.75	+1.0	7.29
British Venture 1987-88	5.25	+1.0	5.84
British Venture 1988-89	3.75	+1.0	4.39
British Venture 1989-90	2.25	+1.0	2.94
British Venture 1990-91	0.75	+1.0	1.49

COMMONWEALTH AND AFRICAN LOANS

Stock	Price	% Chg	Yield
British Venture 1981-82	14.25	+1.0	14.54
British Venture 1982-83	12.75	+1.0	13.09
British Venture 1983-84	11.25	+1.0	11.64
British Venture 1984-85	9.75	+1.0	10.19
British Venture 1985-86	8.25	+1.0	8.74
British Venture 1986-87	6.75	+1.0	7.29
British Venture 1987-88	5.25	+1.0	5.84
British Venture 1988-89	3.75	+1.0	4.39
British Venture 1989-90	2.25	+1.0	2.94
British Venture 1990-91	0.75	+1.0	1.49

LOANS

Stock	Price	% Chg	Yield
British Venture 1981-82	14.25	+1.0	14.54
British Venture 1982-83	12.75	+1.0	13.09
British Venture 1983-84	11.25	+1.0	11.64
British Venture 1984-85	9.75	+1.0	10.19
British Venture 1985-86	8.25	+1.0	8.74
British Venture 1986-87	6.75	+1.0	7.29
British Venture 1987-88	5.25	+1.0	5.84
British Venture 1988-89	3.75	+1.0	4.39
British Venture 1989-90	2.25	+1.0	2.94
British Venture 1990-91	0.75	+1.0	1.49

FOREIGN BONDS & RAILS

Stock	Price	% Chg	Yield
British Venture 1981-82	14.25	+1.0	14.54
British Venture 1982-83	12.75	+1.0	13.09
British Venture 1983-84	11.25	+1.0	11.64
British Venture 1984-85	9.75	+1.0	10.19
British Venture 1985-86	8.25	+1.0	8.74
British Venture 1986-87	6.75	+1.0	7.29
British Venture 1987-88	5.25	+1.0	5.84
British Venture 1988-89	3.75	+1.0	4.39
British Venture 1989-90	2.25	+1.0	2.94
British Venture 1990-91	0.75	+1.0	1.49

AMERICANS

Stock	Price	% Chg	Yield
British Venture 1981-82	14.25	+1.0	14.54
British Venture 1982-83	12.75	+1.0	13.09
British Venture 1983-84	11.25	+1.0	11.64
British Venture 1984-85	9.75	+1.0	10.19
British Venture 1985-86	8.25	+1.0	8.74
British Venture 1986-87	6.75	+1.0	7.29
British Venture 1987-88	5.25	+1.0	5.84
British Venture 1988-89	3.75	+1.0	4.39
British Venture 1989-90	2.25	+1.0	2.94
British Venture 1990-91	0.75	+1.0	1.49

BANKS AND HIRE PURCHASE

Stock	Price	% Chg	Yield
British Venture 1981-82	14.25	+1.0	14.54
British Venture 1982-83	12.75	+1.0	13.09
British Venture 1983-84	11.25	+1.0	11.64
British Venture 1984-85	9.75	+1.0	10.19
British Venture 1985-86	8.25	+1.0	8.74
British Venture 1986-87	6.75	+1.0	7.29
British Venture 1987-88	5.25	+1.0	5.84
British Venture 1988-89	3.75	+1.0	4.39
British Venture 1989-90	2.25	+1.0	2.94
British Venture 1990-91	0.75	+1.0	1.49

BEERS, WINES AND SPIRITS

Stock	Price	% Chg	Yield
British Venture 1981-82	14.25	+1.0	14.54
British Venture 1982-83	12.75	+1.0	13.09
British Venture 1983-84	11.25	+1.0	11.64
British Venture 1984-85	9.75	+1.0	10.19
British Venture 1985-86	8.25	+1.0	8.74
British Venture 1986-87	6.75	+1.0	7.29
British Venture 1987-88	5.25	+1.0	5.84
British Venture 1988-89	3.75	+1.0	4.39
British Venture 1989-90	2.25	+1.0	2.94
British Venture 1990-91	0.75	+1.0	1.49

BUILDING INDUSTRY, TIMBER AND ROADS

Stock	Price	% Chg	Yield
British Venture 1981-82	14.25	+1.0	14.54
British Venture 1982-83	12.75	+1.0	13.09
British Venture 1983-84	11.25	+1.0	11.64
British Venture 1984-85	9.75	+1.0	10.19
British Venture 1985-86	8.25	+1.0	8.74
British Venture 1986-87	6.75	+1.0	7.29
British Venture 1987-88	5.25	+1.0	5.84
British Venture 1988-89	3.75	+1.0	4.39
British Venture 1989-90	2.25	+1.0	2.94
British Venture 1990-91	0.75	+1.0	1.49

CHEMICALS, PLASTICS

Stock	Price	% Chg	Yield
British Venture 1981-82	14.25	+1.0	14.54
British Venture 1982-83	12.75	+1.0	13.09
British Venture 1983-84	11.25	+1.0	11.64
British Venture 1984-85	9.75	+1.0	10.19
British Venture 1985-86	8.25	+1.0	8.74
British Venture 1986-87	6.75	+1.0	7.29
British Venture 1987-88	5.25	+1.0	5.84
British Venture 1988-89	3.75	+1.0	4.39
British Venture 1989-90	2.25	+1.0	2.94
British Venture 1990-91	0.75	+1.0	1.49

DRAPERY AND STORES

Stock	Price	% Chg	Yield
British Venture 1981-82	14.25	+1.0	14.54
British Venture 1982-83	12.75	+1.0	13.09
British Venture 1983-84	11.25	+1.0	11.64
British Venture 1984-85	9.75	+1.0	10.19
British Venture 1985-86	8.25	+1.0	8.74
British Venture 1986-87	6.75	+1.0	7.29
British Venture 1987-88	5.25	+1.0	5.84
British Venture 1988-89	3.75	+1.0	4.39
British Venture 1989-90	2.25	+1.0	2.94
British Venture 1990-91	0.75	+1.0	1.49

ELECTRICALS—Continued

Stock	Price	% Chg	Yield
British Venture 1981-82	14.25	+1.0	14.54
British Venture 1982-83	12.75	+1.0	13.09
British Venture 1983-84	11.25	+1.0	11.64
British Venture 1984-85	9.75	+1.0	10.19
British Venture 1985-86	8.25	+1.0	8.74
British Venture 1986-87	6.75	+1.0	7.29
British Venture 1987-88	5.25	+1.0	5.84
British Venture 1988-89	3.75	+1.0	4.39
British Venture 1989-90	2.25	+1.0	2.94
British Venture 1990-91	0.75	+1.0	1.49

ENGINEERING MACHINE TOOLS

Stock	Price	% Chg	Yield
British Venture 1981-82	14.25	+1.0	14.54
British Venture 1982-83	12.75	+1.0	13.09
British Venture 1983-84	11.25	+1.0	11.64
British Venture 1984-85	9.75	+1.0	10.19
British Venture 1985-86	8.25	+1.0	8.74
British Venture 1986-87	6.75	+1.0	7.29
British Venture 1987-88	5.25	+1.0	5.84
British Venture 1988-89	3.75	+1.0	4.39
British Venture 1989-90	2.25	+1.0	2.94
British Venture 1990-91	0.75	+1.0	1.49

HOVELS AND CATERERS

Stock	Price	% Chg	Yield
British Venture 1981-82	14.25	+1.0	14.54
British Venture 1982-83	12.75	+1.0	13.09
British Venture 1983-84	11.25	+1.0	11.64
British Venture 1984-85	9.75	+1.0	10.19
British Venture 1985-86	8.25	+1.0	8.74
British Venture 1986-87	6.75	+1.0	7.29
British Venture 1987-88	5.25	+1.0	5.84
British Venture 1988-89	3.75	+1.0	4.39
British Venture 1989-90	2.25	+1.0	2.94
British Venture 1990-91	0.75	+1.0	1.49

INDUSTRIALS (Misc.)

Stock	Price	% Chg	Yield
British Venture 1981-82	14.25	+1.0	14.54
British Venture 1982-83	12.75	+1.0	13.09
British Venture 1983-84	11.25	+1.0	11.64
British Venture 1984-85	9.75	+1.0	10.19
British Venture 1985-86	8.25	+1.0	8.74
British Venture 1986-87	6.75	+1.0	7.29
British Venture 1987-88	5.25	+1.0	5.84
British Venture 1988-89	3.75	+1.0	4.39
British Venture 1989-90	2.25	+1.0	2.94
British Venture 1990-91	0.75	+1.0	1.49

MONTHLY INDEX to the FINANCIAL TIMES

For the first time a monthly index to the Financial Times is now available. Of special interest to librarians, information specialists, researchers and managers at all levels, the MONTHLY INDEX to the FINANCIAL TIMES provides straightforward access to a wealth of financial and business intelligence. The Index, split into 3 sections (Corporate, General and Personalities), will help you monitor:

- * Personalities in the news — appointments, major statements, profiles.
- * Financial results and company developments worldwide.
- * Management, arts, travel, feature pages — and more!
- * What's going on in industry by sectors and country.
- * National and economic indicators.
- * Contracts, tenders, investments.
- * Bids, takeovers and mergers.



ORDER FORM

Please return to: Subscriptions Dept, The Financial Times, 1, Abchurch Lane, London EC4N 3DF, England.

Please send me for an annual subscription to the Monthly Index to the Financial Times at the charter subscription rate of £198 (UK) or £245 (overseas) (including postage, VAT and delivery charges).

I understand that my subscription will cover the issues from January 1981 to December 1981 inclusive.

I enclose cheque value £
made payable to: ☐ Financial Times Ltd. ☐ my business.

Name: _____
Position: _____
Company: _____
Address: _____
Country: _____

By subscribing now you benefit from our charter subscription rate of £198 (UK), £245 (overseas), and £272 (outside UK).


مركز التمويل

OIL AND GAS—Continued

Japan's leader in international securities and investment banking

NOMURA

The Nomura Securities Co., Ltd.



Nomura International Limited
3 Gracechurch Street, London EC3N 3AD
Tel: (01) 253-0511

MINES—Continued

Australian

1981	Low	Stock	Price	1 m.	3 m.	Yld
45	32	Amcor 20c	42	91	92.5	3.7
46	13	ALCO 20c	39	91	92.5	3.7
47	10	Amcor 20c	39	91	92.5	3.7
48	10	Amcor 20c	39	91	92.5	3.7
49	10	Amcor 20c	39	91	92.5	3.7
50	10	Amcor 20c	39	91	92.5	3.7
51	10	Amcor 20c	39	91	92.5	3.7
52	10	Amcor 20c	39	91	92.5	3.7
53	10	Amcor 20c	39	91	92.5	3.7
54	10	Amcor 20c	39	91	92.5	3.7
55	10	Amcor 20c	39	91	92.5	3.7
56	10	Amcor 20c	39	91	92.5	3.7
57	10	Amcor 20c	39	91	92.5	3.7
58	10	Amcor 20c	39	91	92.5	3.7
59	10	Amcor 20c	39	91	92.5	3.7
60	10	Amcor 20c	39	91	92.5	3.7
61	10	Amcor 20c	39	91	92.5	3.7
62	10	Amcor 20c	39	91	92.5	3.7
63	10	Amcor 20c	39	91	92.5	3.7
64	10	Amcor 20c	39	91	92.5	3.7
65	10	Amcor 20c	39	91	92.5	3.7
66	10	Amcor 20c	39	91	92.5	3.7
67	10	Amcor 20c	39	91	92.5	3.7
68	10	Amcor 20c	39	91	92.5	3.7
69	10	Amcor 20c	39	91	92.5	3.7
70	10	Amcor 20c	39	91	92.5	3.7
71	10	Amcor 20c	39	91	92.5	3.7
72	10	Amcor 20c	39	91	92.5	3.7
73	10	Amcor 20c	39	91	92.5	3.7
74	10	Amcor 20c	39	91	92.5	3.7
75	10	Amcor 20c	39	91	92.5	3.7
76	10	Amcor 20c	39	91	92.5	3.7
77	10	Amcor 20c	39	91	92.5	3.7
78	10	Amcor 20c	39	91	92.5	3.7
79	10	Amcor 20c	39	91	92.5	3.7
80	10	Amcor 20c	39	91	92.5	3.7
81	10	Amcor 20c	39	91	92.5	3.7
82	10	Amcor 20c	39	91	92.5	3.7
83	10	Amcor 20c	39	91	92.5	3.7
84	10	Amcor 20c	39	91	92.5	3.7
85	10	Amcor 20c	39	91	92.5	3.7
86	10	Amcor 20c	39	91	92.5	3.7
87	10	Amcor 20c	39	91	92.5	3.7
88	10	Amcor 20c	39	91	92.5	3.7
89	10	Amcor 20c	39	91	92.5	3.7
90	10	Amcor 20c	39	91	92.5	3.7
91	10	Amcor 20c	39	91	92.5	3.7
92	10	Amcor 20c	39	91	92.5	3.7
93	10	Amcor 20c	39	91	92.5	3.7
94	10	Amcor 20c	39	91	92.5	3.7
95	10	Amcor 20c	39	91	92.5	3.7
96	10	Amcor 20c	39	91	92.5	3.7
97	10	Amcor 20c	39	91	92.5	3.7
98	10	Amcor 20c	39	91	92.5	3.7
99	10	Amcor 20c	39	91	92.5	3.7
100	10	Amcor 20c	39	91	92.5	3.7

Tins

1981	Low	Stock	Price	1 m.	3 m.	Yld
16	90	Amcor 20c	250	91	92.5	3.7
17	90	Amcor 20c	250	91	92.5	3.7
18	90	Amcor 20c	250	91	92.5	3.7
19	90	Amcor 20c	250	91	92.5	3.7
20	90	Amcor 20c	250	91	92.5	3.7
21	90	Amcor 20c	250	91	92.5	3.7
22	90	Amcor 20c	250	91	92.5	3.7
23	90	Amcor 20c	250	91	92.5	3.7
24	90	Amcor 20c	250	91	92.5	3.7
25	90	Amcor 20c	250	91	92.5	3.7
26	90	Amcor 20c	250	91	92.5	3.7
27	90	Amcor 20c	250	91	92.5	3.7
28	90	Amcor 20c	250	91	92.5	3.7
29	90	Amcor 20c	250	91	92.5	3.7
30	90	Amcor 20c	250	91	92.5	3.7
31	90	Amcor 20c	250	91	92.5	3.7
32	90	Amcor 20c	250	91	92.5	3.7
33	90	Amcor 20c	250	91	92.5	3.7
34	90	Amcor 20c	250	91	92.5	3.7
35	90	Amcor 20c	250	91	92.5	3.7
36	90	Amcor 20c	250	91	92.5	3.7
37	90	Amcor 20c	250	91	92.5	3.7
38	90	Amcor 20c	250	91	92.5	3.7
39	90	Amcor 20c	250	91	92.5	3.7
40	90	Amcor 20c	250	91	92.5	3.7
41	90	Amcor 20c	250	91	92.5	3.7
42	90	Amcor 20c	250	91	92.5	3.7
43	90	Amcor 20c	250	91	92.5	3.7
44	90	Amcor 20c	250	91	92.5	3.7
45	90	Amcor 20c	250	91	92.5	3.7
46	90	Amcor 20c	250	91	92.5	3.7
47	90	Amcor 20c	250	91	92.5	3.7
48	90	Amcor 20c	250	91	92.5	3.7
49	90	Amcor 20c	250	91	92.5	3.7
50	90	Amcor 20c	250	91	92.5	3.7
51	90	Amcor 20c	250	91	92.5	3.7
52	90	Amcor 20c	250	91	92.5	3.7
53	90	Amcor 20c	250	91	92.5	3.7
54	90	Amcor 20c	250	91	92.5	3.7
55	90	Amcor 20c	250	91	92.5	3.7
56	90	Amcor 20c	250	91	92.5	3.7
57	90	Amcor 20c	250	91	92.5	3.7
58	90	Amcor 20c	250	91	92.5	3.7
59	90	Amcor 20c	250	91	92.5	3.7
60	90	Amcor 20c	250	91	92.5	3.7
61	90	Amcor 20c	250	91	92.5	3.7
62	90	Amcor 20c	250	91	92.5	3.7
63	90	Amcor 20c	250	91	92.5	3.7
64	90	Amcor 20c	250	91	92.5	3.7
65	90	Amcor 20c	250	91	92.5	3.7
66	90	Amcor 20c	250	91	92.5	3.7
67	90	Amcor 20c	250	91	92.5	3.7
68	90	Amcor 20c	250	91	92.5	3.7
69	90	Amcor 20c	250	91	92.5	3.7
70	90	Amcor 20c	250	91	92.5	3.7
71	90	Amcor 20c	250	91	92.5	3.7
72	90	Amcor 20c	250	91	92.5	3.7
73	90	Amcor 20c	250	91	92.5	3.7
74	90	Amcor 20c	250	91	92.5	3.7
75	90	Amcor 20c	250	91	92.5	3.7
76	90	Amcor 20c	250	91	92.5	3.7
77	90	Amcor 20c	250	91	92.5	3.7
78	90	Amcor 20c	250	91	92.5	3.7
79	90	Amcor 20c	250	91	92.5	3.7
80	90	Amcor 20c	250	91	92.5	3.7
81	90	Amcor 20c	250	91	92.5	3.7
82	90	Amcor 20c	250	91	92.5	3.7
83	90	Amcor 20c	250	91	92.5	3.7
84	90	Amcor 20c	250	91	92.5	3.7
85	90	Amcor 20c	250	91	92.5	3.7
86	90	Amcor 20c	250	91	92.5	3.7
87	90	Amcor 20c	250	91	92.5	3.7
88	90	Amcor 20c	250	91	92.5	3.7
89	90	Amcor 20c	250	91	92.5	3.7
90	90	Amcor 20c	250	91	92.5	3.7
91	90	Amcor 20c	250	91	92.5	3.7
92	90	Amcor 20c	250	91	92.5	3.7
93	90	Amcor 20c	250	91	92.5	3.7
94	90	Amcor 20c	250	91	92.5	3.7
95	90	Amcor 20c	250	91	92.5	3.7
96	90	Amcor 20c	250	91	92.5	3.7
97	90	Amcor 20c	250	91	92.5	3.7
98	90	Amcor 20c	250	91	92.5	3.7
99	90	Amcor 20c	250	91	92.5	3.7
100	90	Amcor 20c	250	91	92.5	3.7

Copper

1981	Low	Stock	Price	1 m.	3 m.	Yld
355	165	Meston 20.50	395	1045	471.73	

Miscellaneous

1981	Low	Stock	Price	1 m.	3 m.	Yld
375	162	Argo-Dominion - Barga	345	3		
376	162	Argo-Dominion - Barga	345	3		
377	162	Argo-Dominion - Barga	345	3		
378	162	Argo-Dominion - Barga	345	3		
379	162	Argo-Dominion - Barga	345	3		
380	162	Argo-Dominion - Barga	345	3		
381	162	Argo-Dominion - Barga	345	3		
382	162	Argo-Dominion - Barga	345	3		
383	162	Argo-Dominion - Barga	345	3		
384	162	Argo-Dominion - Barga	345	3		
385	162	Argo-Dominion - Barga	345	3		
386	162	Argo-Dominion - Barga	345	3		
387	162	Argo-Dominion - Barga	345	3		
388	162	Argo-Dominion - Barga	345	3		
389	162	Argo-Dominion - Barga	345	3		
390	162	Argo-Dominion - Barga	345	3		
391	162	Argo-Dominion - Barga	345	3		
392	162	Argo-Dominion - Barga	345	3		
393	162	Argo-Dominion - Barga	345	3		
394	162	Argo-Dominion - Barga	345	3		
395	162	Argo-Dominion - Barga	345	3		
396	162	Argo-Dominion - Barga	345	3		
397	162	Argo-Dominion - Barga	345	3		
398	162	Argo-Dominion - Barga	345	3		
399	162	Argo-Dominion - Barga	345	3		
400	162	Argo-Dominion - Barga	345	3		
401	162	Argo-Dominion - Barga	345	3		
402	162	Argo-Dominion - Barga	345	3		
403	162	Argo-Dominion - Barga	345	3		
404	162	Argo-Dominion - Barga	345	3		
405	162	Argo-Dominion - Barga	345	3		
406	162	Argo-Dominion - Barga	345	3		
407	162	Argo-Dominion - Barga	345	3		
408	162	Argo-Dominion - Barga	345	3		
409	162	Argo-Dominion - Barga	345	3		
410	162	Argo-Dominion - Barga	345	3		
411	162	Argo-Dominion - Barga	345	3		
412	162	Argo-Dominion - Barga	345	3		
413	162	Argo-Dominion - Barga	345	3		
414	162	Argo-Dominion - Barga	345	3		
415	162	Argo-Dominion - Barga	345	3		
416	162	Argo-Dominion - Barga	345	3		
417	162	Argo-Dominion - Barga	345	3		
418	162	Argo-Dominion - Barga	345	3		
419	162	Argo-Dominion - Barga	345	3		
420	162	Argo-Dominion - Barga	345	3		
421	162	Argo-Dominion - Barga	345	3		
422	162	Argo-Dominion - Barga	345	3		
423	162	Argo-Dominion - Barga	345	3		
424	162	Argo-Dominion - Barga	345	3		
425	162	Argo-Dominion - Barga	345	3		
426	162	Argo-Dominion - Barga	345	3		
427	162	Argo-Dominion - Barga	345	3		
428	162	Argo-Dominion - Barga	345	3		
429	162	Argo-Dominion - Barga	345	3		
430	162	Argo-Dominion - Barga	345	3		
431	162	Argo-Dominion - Barga	345	3		
432	162	Argo-Dominion - Barga	345	3		
433	162	Argo-Dominion - Barga	345	3		
434	162	Argo-Dominion - Barga	345	3		
435	162	Argo-Dominion - Barga	345	3		
436	162	Argo-Dominion - Barga	345			

[illegible]

Distillers	17	Plessey	28	Charterhall	8
Dunlop	31	Racal Elect	34	KCA	22
				Power	21

Distillers	17	Plessey	28	Charterhall	8
Dunlop	31	Racal Elect	34	KCA	22
				Power	21

